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PUBLIC HEARING

NASSAU COLISEUM REDEVELOPMENT PRESENTATIONS

Presiding: THOMAS R. SUOZZI, County Executive

Evaluation Panel:

HELENA WILLIAMS  
Deputy County Executive for Compliance

WILLIAM CUNNINGHAM  
Counsel to County Executive

PATRICIA BOURNE  
Executive Commissioner, Nassau County  
Planning Commission

November 10, 2005  
4:25 p.m.

Auditorium, Police Headquarters  
Garden City, New York

Chelsea Reporting Company  
(917) 575-8755

1                   COUNTY EXECUTIVE SUOZZI: May I have  
2 your attention, please. We are about to get  
3 started. We are a wee bit behind schedule.

4                   My name is Tom Suozzi. I am the  
5 Nassau County Executive. I want to welcome  
6 everyone here for the Coliseum Redevelopment  
7 Presentations that are being made by the four  
8 developers who responded to our RFP process  
9 back on August 12 when we kicked off this RFP  
10 process. We asked the developers to respond by  
11 October 1, and then they were given an  
12 additional two-week extension until October 17.

13                  On around October 21, the County  
14 submitted questions to the developers. As part  
15 of their presentations today, November 10, they  
16 are to address those questions. They are to be  
17 addressed more formally in writing. The  
18 questions and the answers to those questions  
19 will be posted on the County's Web page, but as  
20 part of the presentations today, they are going  
21 to try to address those questions as well as  
22 part of their presentations.

23                  There will be four presentations made  
24 by the developers today. The purpose of the  
25 presentations is to get the concepts being

1       proposed by the different developers that are  
2       here out to the public so the people can hear  
3       about what the different ideas are that exist  
4       for this very, very important part of the  
5       future of Nassau County.

6               The proceedings today are going to be  
7       transcribed, and they are going to be  
8       videotaped as well, so we will have a record of  
9       the information.

10              We are going to invite the public  
11       officials that are here today. I know our  
12       Presiding Officer of the County Legislature,  
13       who was recently elected, Judy Jacobs, is with  
14       us. Please greet Presiding Officer Jacobs.  
15       (Applause)

16              Our independent watchdog, the  
17       Comptroller, also recently reelected, Howard  
18       Weitzman, is with us. (Applause)

19              Another person from the County  
20       Legislature, also reelected, Edward Mangano, is  
21       with us as well. (Applause)

22              Any questions that any elected  
23       officials have, that any outside groups have,  
24       that any private citizens have, we are going to  
25       ask you to submit your questions in writing

1       either today or later to Frank Ryan. Frank and  
2       his representatives will be collecting these  
3       questions that anyone may have today. But we  
4       will let people submit questions to us until  
5       November 18, which is eight days from today. I  
6       guess that would be next Friday. They can be  
7       submitted to us either in writing to Frank's  
8       attention or via the Web in the county, to  
9       Frank Ryan's Web address, which is available at  
10      the front desk as well. It is FRyan2atnassau  
11      countyny.gov. You can get that information if  
12      you want to submit questions.

13               There will be no comments or  
14      questions from the public today. Any comments  
15      or questions anyone has regarding this process  
16      will be submitted in writing. They will be  
17      posted on the Web page, and the answers to  
18      those questions will be submitted in writing on  
19      the Web page as well.

20               There will be presentations made  
21      today by each of the developers. The  
22      presentations will be about a half hour long.  
23      There will also be questions asked by my team  
24      that is going to be analyzing this project as  
25      we move forward and making recommendations to

1 me as the County Executive.

2 My objective is to ensure that this  
3 be one of the most open, transparent, public  
4 processes we have ever had involving a land  
5 transaction in the history of Nassau County.  
6 That is going to be a big challenge for all of  
7 us, to make sure that we do it appropriately.

8 When this process is said and done, I  
9 want everyone to feel comfortable that this was  
10 done the right way and followed the proper  
11 procedures and processes in an open manner.  
12 That is what is we have been trying to do since  
13 we started this RFP process: To get it out  
14 there as openly and as transparently as  
15 possible.

16 I will disclose in advance that I  
17 have relationships with every one of these  
18 developers. Every developer that is making a  
19 presentation represents solid, mainly Long  
20 Island-based developers that have tremendous  
21 reputations here on Long Island. I enjoy a  
22 relationship with each and every one of them.  
23 I am certain that each one has contributed to  
24 my campaigns for my first election as County  
25 Executive and for reelection as County

1       Executive. I have used office buildings of one  
2       of the developers as my campaign headquarters.  
3       I married, as the Mayor of Glen Cove, the  
4       children, performed the wedding ceremonies, of  
5       one of the developers. I have friendships with  
6       all of them. With all four development groups  
7       here I have personal relationships.

8               So I am certain that, at the end of  
9       this process, I will end up with three groups  
10      very mad at me, and one ingrate. (Laughter)  
11      That is what happens in public life. But, you  
12      know, we are trying to make sure we do this as  
13      openly and as candidly as possible.

14             Whatever happens, I know that each of  
15      these developers cares about Long Island. They  
16      have invested a great deal of their wealth and  
17      time and energy in Long Island, and we are very  
18      fortunate.

19             At one time nobody was talking.  
20      There was a process years ago to try to  
21      redevelop the Nassau County Hub. Nobody even  
22      responded to the process. The Islanders were  
23      in debt, the Coliseum was falling apart, the  
24      property was property that we were losing money  
25      on.

1                   And now you have Charles Wang, the  
2           owner of the Islanders, with a team that has  
3           been invested in again. There has been a  
4           proposal made by him originally and now the  
5           other proposals where people are competing with  
6           each other to invest a billion dollars in  
7           really transforming the centerpiece of Nassau  
8           County. We are in a very happy dilemma here,  
9           in that we have people competing with each  
10          other to invest over a billion dollars to  
11          transform the heart of Nassau County in a  
12          positive way consistent with a long-term vision  
13          for new suburbia.

14                   In the original request for  
15          proposals, on page 2, we laid out goals --  
16          goals of what we were looking to see happen  
17          from the development proposals. This is not in  
18          the same order as it is in the original RFP,  
19          but let me just tell you some of the things we  
20          pointed out that we are looking for.

21                   We are looking for a new, innovative  
22          Coliseum, a state-of-the-art Coliseum. Nassau  
23          County and Suffolk County today, if it were a  
24          city, would be the third largest city in the  
25          United States of America. We should have a

1 state-of-the-art Coliseum arena. Right now, it  
2 is the third oldest facility. The County does  
3 not have the money to invest in improving this  
4 facility. We want to see a state-of-the-art  
5 facility here in Nassau County, and without  
6 making a public investment by the County. We  
7 are looking for a commitment of a minimum of  
8 \$150 million in renovating that Coliseum  
9 building. We are looking for a redevelopment  
10 of this area consistent with the master plan  
11 that the County laid out back in January of  
12 this year.

13 Of course, it is not going to be the  
14 same as what we proposed. This is done in  
15 theory with planners and visionaries but  
16 consistent with the ideas here that we laid out  
17 back in January. This plan that we first laid  
18 out back in January is available on the  
19 County's web site, but the idea is to redevelop  
20 this area as an important hub Nassau center for  
21 the future of Nassau County. It connects our  
22 important assets in the area that already exist  
23 all the way from Roosevelt Field over to the  
24 EAB Plaza and everything in between. Those are  
25 important commercial assets connected to each



1       other, as well as connecting the important  
2       green spaces in the area from Eisenhower Park,  
3       over to the Hempstead Plains, over to Mitchel  
4       Field athletic complex, down to downtown  
5       Hempstead and other green spaces as well. We  
6       want to try to connect the important assets of  
7       this area.

8               So it is important that this not be  
9       perceived as being just an island unto itself.  
10       We want to make sure that this redevelopment is  
11       consistent with our master plan vision and our  
12       vision for the Hub.

13              We want to try to save the Islanders  
14       so that they will stay here for the long term  
15       and extend their lease. If we can't save the  
16       Islanders, have a comparable sports operation  
17       here in the County in the future, because we  
18       think it is an important part of the fabric of  
19       the culture of Long Island to have sports  
20       entertainment and tourism. That is a very,  
21       very important part of this process, and not  
22       just for the short term but for the long term.

23              We want to have mass transit  
24       consistent with the Hub planning we have been  
25       talking about in public ways for the past year

1       and a half, almost two years now, which is also  
2       available on our Web site with important  
3       right-of-ways and other things that are  
4       important to make sure that the Hub  
5       transportation process becomes a reality.

6               We want to see housing for the next  
7       generation of young people, at least 15  
8       percent, the more the better, but a minimum of  
9       15 percent of the housing developed here should  
10      be housing for the next generation of families,  
11      affordable housing for families that are making  
12      \$90,000 or less, so that young college  
13      graduates can afford to come and live here when  
14      they come to get a job out of college, and stay  
15      here on Long Island to keep our economy going  
16      and to keep Nassau County competitive.

17             We want to make sure that the  
18      developers are credible. And I believe that we  
19      can say without question that each of these  
20      developers is credible and, I am sure, has the  
21      financial capacity. They will have to prove it  
22      to us, but we believe that they all have the  
23      financial capacity to do this as well.

24             We also want to make sure that, as  
25      part of this process, we are expanding the

1 Nassau County tax base, we are expanding our  
2 property tax base. We hope that this will be a  
3 catalyst for future development, responsible  
4 smart growth in the future, and will enhance  
5 our sales tax and property tax bases.

6 So it is going to be very important,  
7 as we move forward, that this be, as I said  
8 before, an open process. From both the public  
9 and developers' point of view, we want to know  
10 what you are thinking as we go along. We want  
11 your questions that you may have about the  
12 process, about something that you think that  
13 maybe is not being fair to a particular  
14 developer. We want to know what that is. We  
15 want to know it ahead of time.

16 We don't want to go through this  
17 process and then, at the end of the process,  
18 someone is going to start a lawsuit or someone  
19 is going to pull a political move because they  
20 don't like what happens. Tell us what it is in  
21 advance, and we will publish those questions  
22 and answer those questions on the Web page, so  
23 we know exactly what people are thinking, so we  
24 can try to respond to them as fairly as  
25 possible, and we can keep on moving forward for

1 the benefit of all the people of Nassau County.

2 I want to introduce some of the  
3 people on my team that are going to be  
4 reviewing this process for the County as we  
5 move forward.

6 I just noticed another legislator who  
7 came in, Dave Denenberg, Nassau County  
8 Legislator, also recently reelected, who just  
9 joined us as well. (Applause)

10 So my team is going to be headed up  
11 by Helena Williams, who is our Deputy County  
12 Executive for Compliance. She has been dealing  
13 with a lot of these issues so far.

14 Bill Cunningham, who is the Counsel  
15 to the County Executive, who will be working on  
16 this as well.

17 And Patty Bourne, who is the Director  
18 of the Nassau County Planning Commission, who  
19 will be working on this as well on my behalf.  
20 Their teams are going to be helping them.

21 In addition, we will have Bob  
22 Brickman, who is the Deputy Commissioner for  
23 Transportation Planning. We will have Katie  
24 Schwab, who is Deputy Commissioner for  
25 Comprehensive Planning for the County.

1           Bob and Katie, please raise your hand  
2           so people can see who you are.

3           We will also have outside consultants  
4           that we have hired as part of this process to  
5           assist us in evaluating each of the proposals.  
6           We have the real estate valuation appraisers,  
7           the Pearson partners, John Pearson and Drew  
8           Pearson. They are not here with us today, but  
9           they performed the internal appraisals that we  
10          are using to measure all these different  
11          processes against those to be made public once  
12          this goes to the Legislature. We are not going  
13          to disclose that information until it goes to  
14          the Legislature.

15          We have Jon Hoffman of Westerman  
16          Ball, who is acting as outside counsel on this  
17          issue. We have HR&A, who are economic impact  
18          advisers and development advisers, represented  
19          by Jon Meyers and Meegan Messagli. Can you  
20          raise your hands, Meegan and Jon?

21          And we have Bill Rhoda, who is a  
22          principal in the Convention, Sports and Leisure  
23          sports facility advisers, CSL Advisers, as  
24          well. They specialize in sports facilities  
25          throughout the country. So, Bill, can you just

1       raise your hand so we can see who you are.

2                   We are also joined today by Eric  
3       Naughton, who is a hired consultant as well on  
4       behalf of the Office of Independent Budget  
5       Review, and that is C.H. Johnson Consulting. Is  
6       C.H. Johnson Consulting out here? C.H. Johnson  
7       Consulting is here as well with their team.

8                   I think that is everything that I  
9       wanted to say. This is a very exciting time in  
10      the history of the County. I am very excited  
11      about it. I know a lot of other people are  
12      very excited about it.

13                  Again, our objective here is to make  
14      sure that this is one of the most open,  
15      transparent processes we have ever had in the  
16      history of the County regarding land  
17      development, to make sure that everyone knows  
18      that we are moving forward.

19                  With that, I am going to turn it over  
20      to our first developers, who are going to come  
21      forward. I am going to be pretty much sitting  
22      on the sidelines in moving forward now. I am  
23      going to ask the Engel-Burman Group to please  
24      come forward. Let's give them a round of  
25      applause. I thank you for coming. (Applause)

1 Engel - Burman - Kabro

2 MS. BERWALD: Good afternoon,  
3 everyone. Thank you for coming here to hear  
4 our proposal. I am Patty Berwald of the EBK  
5 Development Team. I will present to you the  
6 best team to plan and execute the redevelopment  
7 of the Coliseum property -- Engel-Burman-Kabro  
8 Coliseum Development. Our first speaker will  
9 be Scott Burman of the EBK team. Thank you.

10 MR. BURMAN: Thanks, Patty.

11 (Video:)

12 (The EBK Coliseum Redevelopment.

13 (Over 55 years of partnering with  
14 municipalities on Long Island.

15 (Streamlined and expedited  
16 entitlements.

17 (No one has, or can do, more for  
18 Nassau County and the Town of Hempstead.

19 (\$5.4 million per year in rent.

20 (3 million square feet of mixed-use,  
21 premium property.

22 (New jobs. New revenue. New  
23 opportunities.

24 (Over \$44 million in new tax revenue  
25 per year. Engel-Burman-Kabro Coliseum

1 Engel - Burman - Kabro

2 Development LLC.

3 (Building a better Nassau County.

4 (We are a team with vast experience  
5 in residential and commercial development in  
6 Nassau County. No other prospect has done more  
7 in the Town of Hempstead. We are a team of  
8 development pioneers with groundbreaking  
9 accomplishments. Few Long Island developers  
10 can rival our list of "firsts."

11 (We developed Long Island's largest  
12 modular housing community, the Meadows. We  
13 were the first developer to own and operate an  
14 anchorless shopping center -- Woodbury Common.

15 (First developer to use IDA funds for  
16 an assisted-living community -- Bristol.

17 (First developer to develop a lake  
18 system to replace unsightly recharge basins  
19 such as in Windermere in Woodbury. And we  
20 developed the largest 55-and-over country club  
21 community on Long Island, producing 1,200  
22 homes, the Greens, in Melville.

23 (We are known for our successes. The  
24 Bristol assisted- living communities in East  
25 Meadow, North Woodmere, Westbury, North Hills,



1 Engel - Burman - Kabro

2 and soon coming in Massapequa. The Fulton  
3 Nursing Home. The Belle Aire and Ocean Grande  
4 condominiums, The Meadows, Long Island's  
5 largest 55-and-older modular community in  
6 Nassau County. Woodbury Common, 27 fine stores  
7 and restaurants. The Greens at Half Hollow,  
8 with 1,200 homes and an 18-hole golf course.  
9 The Gardens at Great Neck, Great Neck's largest  
10 shopping center.

11 (We are also known for our commercial  
12 development and redevelopment up and down the  
13 Atlantic Seaboard from Montreal to Miami.

14 (And we are known for our results.  
15 Over 55 years of partnering with municipalities  
16 on Long Island. Our solid relationships in  
17 Nassau County and the Town of Hempstead  
18 streamline and expedite entitlements. No other  
19 prospect can deliver more in planning,  
20 permitting, zoning, construction, land use and  
21 management. EBK delivers under the toughest of  
22 development challenges. We are developers,  
23 builders, owners and managers. EBK is a  
24 performer.)

25 MS. BERWALD: Thank you, Scott. And

1 Engel - Burman - Kabro

2 now we would like to introduce Angelo Francis  
3 Corva, architect for the EBK team.

4 MR. CORVA: Good afternoon, ladies  
5 and gentlemen, and thank you for the  
6 opportunity to come before you this evening.

7 My firm has worked with both of the  
8 entities that you have just seen a little bit  
9 about before, and we were asked to put some  
10 spatial relationships together regarding the  
11 concepts that we would like to put forth this  
12 afternoon. We thank you very, very much for  
13 the opportunity to come before you.

14 We basically have two plans that have  
15 been put forth in our presentation. The first  
16 plan is a 77-acre mixed-use development that is  
17 denoted on the top board here that you see,  
18 denoted Plan A. There is a north-and-south  
19 portion to Plan A, for which Plan B develops  
20 the south portion. So I am going to go through  
21 the Plan A development at the present time.

22 First of all, we have paid attention  
23 to the points that have been put forth  
24 previously, and we have provided access  
25 easements, both in an east-west and a

1 Engel - Burman - Kabro

2 north-south direction, for the Nassau Hub  
3 Transportation System. We will be more than  
4 happy to coordinate any other, further  
5 requirements that in fact are put forth by the  
6 County regarding this development, and we have  
7 paid attention to the concerns. We have also  
8 in Plan A put together a modular center in the  
9 northeast corner of the plan, should that be  
10 acceptable to the County.

11 The northerly portion of the site  
12 will be developed with a 2-million-square-foot  
13 concept of first-class office buildings. And  
14 you will see to my left, down below, a  
15 conceptual rendering of how in fact one of  
16 those complexes would look.

17 There is a central core to the  
18 complex which will contain access and  
19 transportation up through the building for  
20 which the cores will develop office space to  
21 each left and right portion of each of those  
22 buildings.

23 Up through the cores, as well as the  
24 site, will be a 100,000-square-foot retail use  
25 and amenities that will be used to develop and

1 Engel - Burman - Kabro

2 attract the concepts and the tenants that will  
3 be housed in these buildings. There will be  
4 parking at grade and below grade in total  
5 conformance with the requirements of the zoning  
6 for the office portion of this concept.

7 Once again, 2 million square feet of  
8 office space contained on the northerly portion  
9 which is approximately 37 acres. That  
10 northerly portion on Plan B is not developed  
11 and leaves the existing Coliseum intact for  
12 development as Nassau County sees fit.

13 The lower portion of the plan, or  
14 Plan B -- both the same in both A and B -- is  
15 developed as a residential complex. It will  
16 consist of four towers of residential use,  
17 approximately 15 stories in height,  
18 approximately 200 units per building, and in  
19 fact that will house parking at grade, above  
20 grade, and below grade, in total conformance  
21 with the zoning requirements of the Town of  
22 Hempstead.

23 On that site as well will be  
24 relocated retail use that will serve the needs  
25 of the residential use in Plan B and also the

1 Engel - Burman - Kabro

2 residential and office building use in Plan A.

3 We have developed the residential  
4 core around water features located at the  
5 center of the complex which will be used for  
6 entertainment, for site enjoyment, for green  
7 space and utilization by the adjacent  
8 structures.

9 The structures have been located  
10 strategically within the plan for views to the  
11 north, the south, the east, and the west, and  
12 will benefit the use of the owners of the  
13 condominium that will be developed within each  
14 of those buildings. There will be 1-, 2-, and  
15 3-bedroom units planned in each of the  
16 buildings, bringing a total of approximately  
17 960,000 square feet to the total complex for  
18 the four buildings.

19 Once again, Plan A has, in its plan,  
20 2 million square feet of office space; Plan B  
21 has 800 units of residential units. And in  
22 fact we have provided conceptual concepts of  
23 how these buildings would look. They will be  
24 state-of-the-art designs that will be timeless  
25 from now until many years from now.

1 Engel - Burman - Kabro

2 I thank you very much for the  
3 opportunity to come before you this afternoon  
4 to give you that brief overview. (Applause)

5 MS. BERWALD: Thank you, Angelo.

6 Now I would like to introduce Steven  
7 Krieger, principal of the EBK team.

8 MR. KRIEGER: Thank you, Patty. Why  
9 this development? The EBK plan will result in  
10 increased rent revenues. Plan A will result in  
11 \$5.4 million per year in annual revenues. Plan  
12 B will result in \$2.4 million per year from the  
13 residential component alone.

14 The bottom line is, we will pay more  
15 in rent in Nassau County than any other  
16 submitted proposal.

17 The Coliseum upgrade only benefits  
18 the Coliseum lessor. EBK benefits the  
19 community and the taxpayers of Nassau County.

20 We are optimizing an underutilized  
21 County asset by:

22 Putting the property on the tax  
23 rolls;

24 Paying the County substantial annual  
25 rent totaling a half a billion dollars over the

1 Engel - Burman - Kabro

2 term;

3 Cutting annual losses from the  
4 Coliseum;

5 And adding much needed residential  
6 and commercial development in the hub, in the  
7 heart, of Nassau County.

8 EKB -- Engel-Kabob-Burman -- has a  
9 proven track record for security funding. We  
10 leverage stable, dependable financial resources  
11 to sustain development momentum through  
12 completion. This is a mixed-use complex with a  
13 broad commercial tenancy. We will track local  
14 retail shops, regional small businesses,  
15 national corporate headquarters, and  
16 international satellite offices.

17 What is the impact? Significant and  
18 long-term financial gains projected for Nassau  
19 County and the Town of Hempstead.

20 Our residential condo towers will  
21 boast 960,000 square feet. The commercial  
22 towers will offer 2 million square feet of  
23 office space -- a total of nearly 3 million  
24 square feet valued at over \$1 billion.

25 There will be over 1,000 construction

1 Engel - Burman - Kabro

2 workers to be hired during this process, and  
3 most of those will live and spend their dollars  
4 on Long Island.

5 As a result of the EBK proposal,  
6 there will be a surge of new tax revenues.  
7 Over \$20 million will go to the Town and the  
8 County. Over \$23 million for the Uniondale  
9 School District. Total projected tax revenue,  
10 over \$44 million per year. Thank you.

11 MS. BERWALD: Thank you, Steven. And  
12 now I would like to introduce Jan Burman,  
13 President of the EBK Group.

14 MR. BURMAN: Thank you. And thank  
15 you for allowing us this opportunity to make  
16 this presentation today.

17 Congratulations to you, Tom, on your  
18 great victory. We look forward to four more  
19 years of prosperity here on Long Island with  
20 you.

21 COUNTY EXECUTIVE SUOZZI: Thank you.

22 MR. BURMAN: But why EBK? We feel we  
23 are the correct choice for the development of  
24 the Coliseum site for several reasons. Our  
25 companies have been developing and building



1 Engel - Burman - Kabro

2 here on Long Island for over 55 years. Our  
3 experience includes shopping centers,  
4 single-family homes, office buildings,  
5 industrial buildings, nursing homes,  
6 assisted-living residences, midrise residential  
7 buildings, costly development, gut renovation,  
8 and ground-up new construction. We have pretty  
9 much done everything there is to be done in the  
10 construction field.

11 A significant portion of our  
12 investments have been here in Nassau County  
13 and, even more important, in the Town of  
14 Hempstead. Because of our experiences, we  
15 understand what can and cannot be done in the  
16 Town of Hempstead, who has the actual zoning  
17 authority for this particular site. Our  
18 knowledge will help us to recognize, anticipate  
19 and avoid the delays of getting the necessary  
20 approvals to begin construction. We run on a  
21 perspective within the Town from the building  
22 inspectors to the Town Board to the  
23 Supervisors, and we have proven ourselves to  
24 local civic groups and the community by  
25 creating a great platform for success. EBK has

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2 proven it can get things done.

3 We have tremendous investments in the  
4 County and Town, so we care about seeing our  
5 new development improve the County and create a  
6 model for the entire region. We see this as  
7 the final frontier, the last major opportunity  
8 to shape the future of both the County and the  
9 Town, based upon its size and location.

10 We offer taxpayers benefits beyond  
11 sports. Taxes paid will benefit the local  
12 school districts. We want to strengthen the  
13 County and its people. We want to stimulate a  
14 new area of growth in the heart of Nassau  
15 County. EBK's pedigree is all about  
16 redevelopment and revitalization. Our  
17 development is to strengthen the County, Town  
18 and school district by creating a huge new tax  
19 base, eliminating the County's net annual  
20 subsidy to cover the cost of the Coliseum, and  
21 by creating a new, improved hub.

22 Our development will create a surge  
23 of local business growth employment and  
24 spending it will increase surrounding  
25 properties' values and bring over \$5 billion in

1 Engel - Burman - Kabro

2 rental and tax payments to the County.

3 The returns to the County and its  
4 residents are far in excess of any other  
5 submitted proposals. So we will reduce county  
6 expenditures, we will increase County revenue,  
7 increase district funds for education, and the  
8 bottom line is, more rent will be paid and more  
9 needed tax revenue.

10 We are community-minded. We live,  
11 work and raise families here on Long Island.  
12 Our developments have been traditionally very  
13 much community-based. Our proudest  
14 achievements have been the power of community.  
15 Our focus has always been about developing  
16 solutions for all people, young and old, to  
17 stay here on Long Island. Our successes speak  
18 for themselves.

19 I cannot emphasize enough the fact  
20 that for our group this will be the main focus  
21 of our energies for the next six years. We  
22 don't see this as just another deal. We are a  
23 huge public company juggling many deals of this  
24 size. We are a local, family-owned, hands-on  
25 organization, with the skills and financial

1 Engel - Burman - Kabro

2 ability to make sure that every piece of  
3 development will be performed by the actual  
4 principals, from planning to construction to  
5 leasing and management and sales. We are  
6 involved, committed and present from start to  
7 finish.

8 Excellence. We can now build a  
9 better Nassau County. Thank you. (Applause)

10 (Video:)

11 (Engel Kabro Coliseum Development  
12 LLC.

13 (Building a better Nassau County.

14 (The EBK Coliseum Redevelopment.

15 (Over 55 years of partners with  
16 municipalities on Long Island.

17 (Streamlined and expedited  
18 entitlements.

19 (No one has or can do more for Nassau  
20 County and the Town of Hempstead.

21 (\$5.4 million per year in rent. 3  
22 million square feet of mixed use premium  
23 property. New jobs, new revenue, new  
24 opportunities. Over \$44 million in new tax  
25 revenue per year.

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2 (Engel-Burman-Kabro Coliseum  
3 Development LLC. Building a better Nassau  
4 County)

5 MS. BERWALD: Thank you, everyone,  
6 for listening to our presentation. Now we will  
7 have a question-and-answer period which we will  
8 direct to Jan Burman and the rest of our  
9 partners.

10 MS. WILLIAMS: Can everybody hear?  
11 Thank you very much. That was a very nice  
12 first presentation for us. We appreciate that  
13 you led the way and kicked off.

14 I want to say that, first of all, I  
15 received a copy of your PowerPoint presentation  
16 and that was very useful for all of us. I will  
17 make sure that copies are available to our  
18 legislators, our consultant team, and anyone  
19 who would like a copy can contact Frank Ryan as  
20 well and we will distribute copies through  
21 Frank Ryan.

22 The purpose of our questions this  
23 evening is to make sure we actually understand  
24 your proposal clearly. We are trying to match  
25 your proposal with what our goals are that we

1 Engel - Burman - Kabro

2 put forth in the RFP. So, as I look at Plan A,  
3 I want to make sure I understand it very  
4 clearly.

5 In Plan A, there is no operating  
6 Coliseum.

7 MR. BURMAN: Correct.

8 MS. WILLIAMS: Talk to us about why  
9 you think that is an effective vision for that  
10 area.

11 MR. BURMAN: In the last year the  
12 Islanders didn't play hockey and Long Island  
13 didn't fall off the earth. It was prosperous  
14 and people still came to it from that location.  
15 We don't necessarily think that that is the  
16 highest and best use for this particular piece  
17 of property. It's lovely to have a great  
18 stadium to play hockey in, but I am not sure  
19 how many people's lives it affects on a  
20 day-to-day basis.

21 We think what we propose will affect  
22 people's lives on a day-to-day basis. We think  
23 there is a definite need for next generation  
24 housing, there is need for senior housing,  
25 there is need for family housing in that

1 Engel - Burman - Kabro

2 location. And with a 5 percent vacancy rate in  
3 office buildings, there is a need for office  
4 buildings in that location. We even cut back  
5 to 2,000,000 feet of office to keep it a looser  
6 site, so it wouldn't be quite so congested.

7 The hockey team benefits, and the  
8 Coliseum tends to benefit. The hockey team is  
9 not on the tax rolls, it won't generate as much  
10 tax revenue, it won't allow as much in other  
11 things on the side. We think it will greatly  
12 reduce. You have to have a 15,000-car parking  
13 garage to accept the cars coming and going. It  
14 doesn't get that much utilized. The hockey  
15 venue may be a great venue, but there may be  
16 other places it could go. I believe Mr. Wang  
17 owns hundreds of acres in Plainview. I think  
18 that is a better location for it, if you want  
19 to optimize what the County owns.

20 We did come in with Plan B purposely  
21 because we felt that with a Plan B we would be  
22 giving you a substantial amount of income on 40  
23 of the acres, the Coliseum could stay where it  
24 is, and a parking garage could be created to  
25 accommodate the needs of the Coliseum. So the

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2 reason for Plan B was that if the need is to  
3 have that, it could be.

4 MS. WILLIAMS: Again, let's go  
5 through the proposals carefully. Under Plan A,  
6 would you propose to be undertaking the  
7 demolition of the Coliseum --

8 MR. BURMAN: Yes.

9 MS. WILLIAMS: -- for the County?

10 MR. BURMAN: Yes.

11 MS. WILLIAMS: Of course, we have a  
12 lease with the Islanders, so they are in fact  
13 in residence. Would you propose that that  
14 lease be condemned?

15 MR. BURMAN: Yes, and we would be  
16 willing to pay the cost of that condemnation.

17 MS. WILLIAMS: What kind of timetable  
18 would you see us being on with that type of  
19 process?

20 MR. BURMAN: Well, I believe if the  
21 County chose to condemn, it could be done  
22 fairly quickly, and in the time it would take  
23 us to get our zoning done in the Town of  
24 Hempstead, the Islanders could be given a  
25 sufficient amount of time to find a new home.



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2 Obviously, it is not going to be  
3 zoned and ready to go in a day. We see how  
4 long these things tend to take. So there will  
5 certainly be several years for them to create a  
6 new home for themselves.

7 MS. WILLIAMS: We would have two  
8 actual leases that would require condemnation  
9 under your proposal. One would be the actual  
10 Islander lease, and two would be SMG, which is  
11 the operator of the Coliseum. Do you have any  
12 idea as to the costs that you would be  
13 undertaking for condemnation of one or both  
14 leases?

15 MR. BURMAN: I don't believe I know  
16 that now, no.

17 MS. WILLIAMS: So we would begin to  
18 see what would be the cost attached to those  
19 leases and whether that was in your financial  
20 plan to undertake that.

21 MR. BURMAN: Correct.

22 MS. WILLIAMS: Let's move to Plan B  
23 for a moment, because one of the issues that  
24 became very clear to me, in working on this  
25 project, is that you only have developable land

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2 to the extent that you free-up parking. So  
3 that we need to make an investment, I would  
4 presume, under Plan B, in terms of ensuring  
5 that there was adequate on-site parking for the  
6 Coliseum. Is that an investment that your firm  
7 would be willing to make?

8 MR. BURMAN: We felt that if we left  
9 over the 37 acres with the Coliseum, the  
10 ultimate beneficiary of the parking is the  
11 team, who gets more ticket revenue, is SMG who  
12 would get more revenue, so that they should  
13 bear the cost of the parking if we took just  
14 the lower piece or the lower 40 acres.

15 MS. WILLIAMS: And what kind of  
16 timing would you see with regard to that? I  
17 just want to understand. You would have no  
18 financial commitment with regard to building  
19 that parking? You would see that as --

20 MR. BURMAN: For the Coliseum, yes.

21 MS. WILLIAMS: -- for the Coliseum.  
22 You would see that as --

23 MR. BURMAN: Oh, that cost would be  
24 attached to the 37 acres in the Coliseum, in  
25 our vision.

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2 MS. WILLIAMS: Again, let's talk  
3 about what that timing would be, because Plan B  
4 is only operative if there is actual parking  
5 for the Coliseum.

6 MR. BURMAN: But the parking garage  
7 could be built there in a couple of years, and  
8 it would take us that long to get the  
9 opportunity through the Town of Hempstead to  
10 start up the process. So they should be able  
11 to accommodate their parking needs in the time  
12 that it would take us to get our zoning  
13 completed. Just on the environmental piece, it  
14 will take a year or two without even thinking  
15 of going to the next level.

16 MS. WILLIAMS: I will pause for a  
17 moment now and let's concentrate and focus  
18 on -- actually, this question applies to both  
19 Plan A and Plan B -- once again, how you see  
20 your plan fitting with the overall vision for  
21 the Hub.

22 MR. BURMAN: What we would like to do  
23 is, we would like to create four what we call  
24 midrise, 15-story, buildings, which is a unique  
25 rise here on Long Island because we tend to do

1 Engel - Burman - Kabro

2 two-, three- and four-story residential  
3 buildings out here. It would be a unique type  
4 of living. We would like to have hotel-type  
5 services in the building so it would be  
6 considered to be a very high-end place in which  
7 people would want to live.

8 We have tried to leave a lot of green  
9 space around the property. We put two lakes on  
10 the property to make it very appealing, one of  
11 the amenities that you get when you go to  
12 California, or Long Island, that we were used  
13 to here on Long Island. The 2,000,000 feet of  
14 office space which will fill the need for more  
15 offices, it was envisioned that type office  
16 space would go to the Roosevelt Raceway, but  
17 instead there is a ton of residences going in  
18 that place, and it actually comes out in a  
19 beach-like development, so we are kind of  
20 shifting that density a little bit further  
21 south.

22 There are a lot of tenants, Like  
23 1-800 Flowers, who have a hard time even  
24 finding a place where they can get enough  
25 contiguous space to live.

1 Engel - Burman - Kabro

2 We also think we would like to do  
3 some of the office as office condo, so it would  
4 give law firms and a lot of larger tenants an  
5 opportunity to buy a floor or two, and then  
6 have an ownership in the structure, as opposed  
7 to just being a tenant, which is really  
8 something that has not been done in Nassau  
9 County either.

10 MS. WILLIAMS: You would say that we  
11 are in need of additional commercial space?

12 MR. BURMAN: Yes.

13 MS. WILLIAMS: You would seek to  
14 address that?

15 MR. BURMAN: Yes.

16 MS. WILLIAMS: In Plan B, Plan B does  
17 not include commercial space; is that correct?

18 MR. BURMAN: That's correct.

19 MS. WILLIAMS: So that would focus  
20 more on just residential?

21 MR. BURMAN: Correct.

22 MS. WILLIAMS: So under --

23 MR. BURMAN: My preference is A. But  
24 if it is your purpose to have a Coliseum, we  
25 can live with it.

1 Engel - Burman - Kabro

2 MS. WILLIAMS: Then you shift almost  
3 entirely to residential housing.

4 MR. BURMAN: Correct.

5 MS. WILLIAMS: Which may then, we  
6 would have to see, not be addressing a  
7 commercial need?

8 MR. BURMAN: The good news about that  
9 is that there are a lot of traffic issues that  
10 with residential you wouldn't have to compete  
11 with. That is why we think it should still be  
12 split into residential and commercial, because  
13 the issue of traffic is a big one in that area,  
14 and anyone who drives there certainly for the  
15 month of December but a lot during the year,  
16 will observe that there is a lot of congestion.  
17 So the residential is a kind of offset to the  
18 fact that people are there for the commercial  
19 purposes during the day.

20 MS. WILLIAMS: Could you be more  
21 specific about the workforce housing aspect  
22 that you would incorporate in Plan B?

23 MR. BURMAN: Well, obviously,  
24 anything we do has to be done through the Town  
25 of Hempstead. We can fantasize about what we

1 Engel - Burman - Kabro

2 would like to have there, but until we meet  
3 with the Town and see what their needs are, we  
4 would envision definitely -- we would like to  
5 have next-generation housing or first-time-  
6 home-buyer housing. We are actually about to  
7 start a job in Plainview called The Seasons  
8 through John Venditto, the next-generation  
9 housing. It will be the first job of its type  
10 on Long Island where the home owners are geared  
11 to be under age of 40, who make \$100,000 a  
12 year, and buy a home for \$250,000. It  
13 addresses the \$90,000 a year person that Tom  
14 was talking about earlier. We should definitely  
15 have an ability for those people to come.  
16 There should be a certain number of people who  
17 are over the age of 55. And, unique as it may  
18 sound, maybe even those people in the middle  
19 who put kids in the school district. So it is  
20 big enough that it could be a mix of all  
21 different types of housing.

22 MS. WILLIAMS: We would want to talk  
23 about our transportation initiatives. We think  
24 that this area is a very key area in the entire  
25 Hub, and we are looking forward into the future

1 Engel - Burman - Kabro

2 for what type of transportation system is  
3 appropriate for Nassau County and for that  
4 area. Tell us why you would be supportive of  
5 our transportation proposals.

6 MR. BURMAN: There is no reason for  
7 us not to be. We would design our buildings  
8 around whatever your needs are. If it is a  
9 monorail, we will make provisions for a  
10 monorail. If it is a bus, whatever it might  
11 be, we will work with you. I don't think we  
12 have to plan what your needs are, but we  
13 certainly would accommodate whatever your needs  
14 are.

15 As we said, the top right would be a  
16 whole transportation hub, but we don't mind  
17 having it go through our property and stopping  
18 at the village, like Disney World. You have to  
19 let us know what the vision is and when it is  
20 to be built. We will be glad to create  
21 whatever easements are necessary and even do  
22 the piece on our property to help. But you  
23 have to give us direction as to what you want.

24 MS. WILLIAMS: I think you just hit a  
25 very key point, and I want to make sure I heard



1 Engel - Burman - Kabro

2 you correctly. We are really looking for a  
3 partnership with the developer, someone who  
4 will help us not only by easements and access  
5 and right-of-ways, but also by financial  
6 investment. The Federal Transportation  
7 Administration, which administers all the  
8 federal funding on transportation, has adopted  
9 a policy that said, you know, go get developers  
10 who are not only supportive of transit but  
11 willing to make a financial commitment. Would  
12 you be willing to make a financial commitment  
13 in building stations?

14 MR. BURMAN: I am going to answer  
15 like any developer: It depends. If it fits in  
16 our budget, sure. If it doesn't, we can maybe  
17 work together somehow and we can contribute  
18 something toward it. I just don't know the  
19 cost.

20 MS. WILLIAMS: As we move forward in  
21 this process, we will be trying to get some  
22 support for real financial commitment. The  
23 dollars for transit system, you know, are a  
24 very large number. Patty Bourne, who is head  
25 of our planning operation, is working now to

1 Engel - Burman - Kabro

2 develop alternatives that have cost scenarios.  
3 So we will be moving forward letting you know  
4 what those costs will be. We are looking for a  
5 real partner, not just in terms of support but  
6 dollar commitment as well.

7 I am going to turn to my colleagues  
8 on the evaluation team, and ask them to join in  
9 on some questioning.

10 Patty, you were talking, I think,  
11 about sales tax issues with the Coliseum?

12 MS. BOURNE: No, that's fine.

13 MS. WILLIAMS: Bill, anything on the  
14 Coliseum?

15 MR. CUNNINGHAM: No.

16 MS. WILLIAMS: Are we good?

17 I would like to thank you very much.  
18 I think this was a very enlightening  
19 presentation, and good for us to understand  
20 exactly where you want to take this piece of  
21 property.

22 MR. BURMAN: Thank you.

23 MS. WILLIAMS: Thank you. (Applause)

24 We may have to take a short break.

25 COUNTY EXECUTIVE SUOZZI: We are

1 Engel - Burman - Kabro

2 going to take a five-minute break so the next  
3 team can get up here and get their presentation  
4 submitted together.

5 I want to thank everybody who has  
6 been participating so far. Please remember, if  
7 you have questions, fill them out and submit  
8 them. They will be posted on the Web site.  
9 Remember, this is not the Planning Board or the  
10 Zoning Board of the Town of Hempstead.

11 (Recess)

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1 COUNTY EXECUTIVE SUOZZI: Again I  
2 want to introduce the elected officials in  
3 Nassau County that are here. The Nassau County  
4 Comptroller, Howard Weitzman, who has been  
5 reelected, who is going to be observing this  
6 entire process along with his office.  
7 Comptroller Howard Weitzman is here. (Applause)

8 Presiding Officer of the Legislature,  
9 Judy Jacobs. (Applause)

10 And Ed Mangano. (Applause)

11 If there are any other elected  
12 officials that are here with us, let us know.

13 Again, I want to highlight the  
14 priorities of the County in this process. We  
15 are looking for a new and renovated  
16 state-of-the-art Coliseum with a minimum of  
17 \$150 million commitment by the developer with  
18 no out-of-pocket expense to the County,  
19 requiring parking as well.

20 We are looking to have the Islanders  
21 extend their lease, or have a comparable  
22 franchise here for the long term.

23 We are looking for a plan consistent  
24 with our master plan for the County, which was  
25 laid out in January of this year and is

1       available on our Web page.

2               We are looking for a plan consistent  
3       with our mass transit and the development of a  
4       hub, as well as right-of-ways and easements  
5       that will be encouraging to our plans.

6               We are looking for 15 percent of any  
7       housing in this area to be next generation or  
8       affordable housing for families that earn under  
9       \$90,000 a year.

10              We are looking for developers that  
11       are credible with financial backgrounds that  
12       can support this type of massive investment.  
13       We are looking to expand our tax base, sales  
14       price and property taxes.

15              Again, this process is not required  
16       by law, but this is being done because we want  
17       to illustrate as clearly as possible this is  
18       going to be the most open, transparent land  
19       transaction that has ever taken place in the  
20       history of the county.

21              I want to make sure that everybody  
22       has a chance to bring any concerns that they  
23       have to the public in a public way, and we will  
24       respond to those questions as we go throughout  
25       this process. Questions will be raised by our

1 team of evaluators, who are here in the front  
2 of the room, represented by Helena Williams, my  
3 Deputy County Executive for Compliance; Bill  
4 Cunningham, Counsel to the County Executive;  
5 and Patty Bourne, Executive Director of the  
6 Commission -- what is your title?

7 MS. BOURNE: Commissioner.

8 COUNTY EXECUTIVE SUOZZI: I always  
9 forget that. -- Executive Commissioner of the  
10 Planning Commission, Patty Bourne, along with  
11 her staff; along with our paid consultants from  
12 HR&A, who are our economic impact advisers and  
13 development advisers, as well as CSL, our  
14 Convention, Sports, and Leisure advisers; our  
15 outside counsel, Jonathan Hoffman from  
16 Westerman Ball, and John and Drew Pearson, our  
17 real estate advisers helping us with our  
18 appraisals of the property. There is also an  
19 appraiser, a consultant here, representing the  
20 Legislative Office of Independent Budget  
21 Review, Eric Naughton's office, represented by  
22 C.H. Johnson Consulting.

23 Again, any questions that the public  
24 has in this process we are asking you to submit  
25 via these written forms that we have. You have

1       until November 18 to submit your questions.  
2       You can also submit them over the Web page.  
3       They will be submitted to the Purchasing Office  
4       through Mr. Frank Ryan, who is the director of  
5       Purchasing of the County. Any questions that  
6       are raised will be documented on our Web page  
7       and will be answered on our Web page.

8               There have been questions submitted  
9       by our team already to the developers. Those  
10      questions are going to be, we hope, answered in  
11      their presentations; they will also be answered  
12      in written form; they will also be presented on  
13      our Web page.

14             With that, I want to turn it over to  
15      the next group of developers, Sterling  
16      Equities, New York Mets Development Corp.,  
17      Blumenfeld Development Corp. and ask them to  
18      come forward now. Thank you very much.

19             Let me just say one other thing,  
20      which wasn't pointed out very clearly -- this  
21      entire episode is being transcribed by video  
22      and by stenographer as well -- this is not the  
23      Planning Board or the Zoning Board. This is  
24      not about the questions related to typical  
25      questions that you have at Planning Board

1 meetings and Zoning Board meetings. Those  
2 questions will be entertained when it comes  
3 time, whichever developer is selected, to go  
4 before the Town of Hempstead's processes,  
5 looking at planning and zoning.

6 The purpose of this transaction is to  
7 develop the vision and develop a business deal  
8 that is good for the taxpayers of Nassau  
9 County, consistent with the long-term vision  
10 that we have laid out for the new suburbia and  
11 the different elements that I pointed to that  
12 are priorities for the County as we go forward.

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1 Sterling-Mets-Blumenfeld

2 MR. BLUMENFELD: Hello. My name is  
3 David Blumenfeld. I am one of the presenters  
4 tonight. I would like to thank the County  
5 Executive, the panel, for having us today.

6 Our group is comprised of Sterling  
7 Equities, New York Mets Development Corp. I  
8 apologize for starting a little bit late. I  
9 got stuck in traffic. Next is Jeff Wilpon from  
10 the New York Mets Development Corp -- that is  
11 Sterling Equities. Along with him is Michael  
12 Katz, Greg Katz, Fred Wilpon and Saul Katz who  
13 will be here in a few minutes. From the  
14 Blumenfeld Development team side are Ed  
15 Blumenfeld, Brad Blumenfeld, Robert Zalkin next  
16 to me, and Jon Cohen and David Kaplan sitting  
17 out in the office, as well as a few other staff  
18 members.

19 Today, the way we are going to  
20 present it is, we have a quick video, about a  
21 two-minute video, we would like to show you,  
22 which gives you an overall feel for our  
23 presentation, and then we will have a  
24 PowerPoint presentation which I believe will  
25 answer a lot of questions asked. We have

1 Sterling-Mets-Blumenfeld

2 submitted written answers to all of the  
3 questions. I think we have left a package for  
4 everybody on the panel. If you need more, we  
5 have more.

6 With that, if you could get the video  
7 going, then we will come back right after that.

8 (Video played)

9 I hope that gave everybody a little  
10 overview of what we propose for the site, as we  
11 bring up the PowerPoint in one second.

12 I will give you a brief outline of  
13 our proposal.

14 First, we are going to give you a  
15 quick overview of the site plan, a quick  
16 overview of the Coliseum improvements, the  
17 concept of the hotel and the convention center,  
18 the concept of our smart style development,  
19 which is lifestyle combining with the other  
20 uses on the site, the residential tower and the  
21 next generation housing. The discussion of  
22 mass transit in the form of a monorail that we  
23 propose.

24 The minor league baseball stadium.  
25 The Veterans Memorial Park. And then we will

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2 go through various construction costs, zoning,  
3 taxes, and proposal highlights.

4 Moving to the site plan, I think  
5 everybody understands where the site is. It is  
6 bordered by the Meadowbrook Parkway and  
7 Hempstead Turnpike. Here is the existing site  
8 in its current form, a big open lot with a  
9 Coliseum in the center of the site. Our site  
10 plan you see maintains the Coliseum in its  
11 current location, with development around it.  
12 We intend to keep the Coliseum and keep the  
13 Islanders on Long Island.

14 This is a rendering of the overall  
15 site.

16 Now I am going to turn it over to  
17 Jeff Wilpon, who is going to discuss a bit of  
18 the Coliseum improvements.

19 MR. WILPON: Thank you. First, I'd  
20 like to say we want to work with the Islanders,  
21 so what we are putting forth today is what sort  
22 of we found in some documents out there and  
23 also what we think is a good starting point for  
24 what we can do for the Islanders and the  
25 renovation of the Coliseum. All this can be

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2 changed; all this can be worked with the  
3 Islanders. We want to work with them and come  
4 up with a good plan that makes the most sense.

5 Are we going to have a brand-new  
6 facility? No, we are not going to have a  
7 brand-new facility. But with the \$200 million  
8 we are committing to this, I think we will be  
9 able to upgrade the amenities and everything  
10 else that are being done at the Coliseum.

11 So this is just a rendering in the  
12 outside. Take a look at some more signage and  
13 maybe naming opportunities.

14 We are going to do \$100 million of  
15 parking decks and \$200 million in Coliseum  
16 improvements, for a total of \$300 million on  
17 the site.

18 Parking Deck 1, which is right  
19 adjacent to the Coliseum, really for Coliseum  
20 parking, can be used for the overflow for some  
21 of the other things. It is 8,000 spaces on  
22 five levels. Then the second parking deck,  
23 which would be for the rest of the facility, as  
24 well as the potential minor league stadium,  
25 would be for another 4,200 spaces.

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2 The expansion of the main concourse  
3 is one of the things that we think is needed at  
4 the Coliseum. With our expertise and what we  
5 have done out in Brooklyn, the Brooklyn Cyclone  
6 Stadium, the wide concourse and the ability of  
7 people to mingle and walk around and be part of  
8 the action while they are inside the stadium is  
9 very important. The older buildings don't have  
10 that, so we are going to try to do that. We  
11 are going to enlarge lobbies and windows, we  
12 are going to create an Islander-branded team  
13 store within the facility. additional novelty  
14 outlet and concession stands, a new sports bar  
15 and restaurant for the facility, and the new  
16 upper concourse and some more vertical  
17 transportation, which is sorely needed there.

18 The seating capacity we are going up  
19 by 9 percent. The premium box seats, up 163  
20 percent. The point-of-sale count, which would  
21 obviously drive a lot of revenues up, 200  
22 percent. Handicapped seating is going to go up  
23 70 percent. The men's bathroom facilities up  
24 140 percent, and the women's bathroom  
25 facilities up 370 percent.

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2 So it gives you an idea, we are  
3 really trying to do the amenities that the fans  
4 are going to like and allow people to be able  
5 to come to the Coliseum and be part of an  
6 exciting experience for entertainment.

7 This yellow band around the outside  
8 of the building is what we are proposing of  
9 building an outer building first and then  
10 breaking through to this outer building which  
11 will house all your amenities that we just  
12 talked about -- the bathrooms, concession  
13 stands. We are going to push those to the  
14 outside so we allow the concourse to be much  
15 wider and have a greater ability for fans to  
16 walk throughout the stadium.

17 It also will allow us to drop the  
18 suites down, which you will see here when we  
19 cut out the bottom of the floor and drop the  
20 actual floor of the Coliseum down a couple of  
21 levels, the suites can then come in your main  
22 concourse level, which gives you a much better  
23 seat in those suites. Right now, the suites  
24 are way up on top of the roof.

25 This is just an inside shot. You can

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2 see, I think, the suites in here. Anyway, the  
3 yellow box and ring around there are the suites  
4 now that are much lower than you have right  
5 now. And I think that will be a great amenity  
6 for the fans.

7 We are talking about a 36-month  
8 period here with no interruption to the  
9 Islanders. The Islanders will be able to play,  
10 will be able to have other events there, while  
11 we are doing this renovation. The outer ring  
12 building really allows you to do that. And,  
13 again, we will work with the Islanders to make  
14 sure that this happens in a timely and good  
15 fashion for everybody.

16 MR. BLUMENFELD: Obviously, what is  
17 sorely needed at the Coliseum right now is some  
18 convention space. In order to accommodate new  
19 and bigger, greater convention space, we need  
20 to have an additional hotel that will service  
21 the exhibitions and shows that will occur at  
22 the convention center. The convention center  
23 will be directly across from the main entrance  
24 to the Coliseum. It will have the hotel  
25 attached to it, as well as some ancillary

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2 retail. The hotel will have about 200 rooms,  
3 approximately 100,000 feet of exhibition space.  
4 Right now, the exhibition space in the Coliseum  
5 is in the basement. It is very dark and  
6 difficult to use for bar rooms, reception  
7 halls, obviously a spa health club, as well as  
8 trade show galleries.

9 Moving on to the next portion of the  
10 site, it is the smart style development,  
11 isolated here on this portion. This is all of  
12 the smart style, which is a lifestyle center,  
13 all with residential, office, retail mixed use.  
14 It gives us a rendering looking at it at the  
15 concourse area. You will be able to access the  
16 lifestyle center from the Coliseum, so it will  
17 be integrated into the whole experience of  
18 using the Coliseum and shopping and eating and  
19 having a place to go after.

20 We have given you a definition of  
21 smart style which we believe works here. It is  
22 by creating a multifaceted living, working,  
23 shopping, and recreational environment like no  
24 other on Long Island. This is the only place  
25 it can work on Long Island, so this is where we



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2 think it should be.

3 We have modeled these after three  
4 existing lifestyle-center, planned urban  
5 developments that have worked very well --  
6 Meisner Park in Boca Raton, Florida, has  
7 recreational uses, it has residential uses as  
8 well as a shopping use. The second one is  
9 Reston Town Center in Virginia. That has  
10 hotels, retail, residential. And the last one  
11 is City Place in West Palm Beach. All these  
12 are examples of what we feel we can create here  
13 at this location.

14 The lifestyle center is broken up  
15 into a million feet of retail. The retail  
16 occurs in between the bigger buildings, and it  
17 is backed by parking. So you park right behind  
18 the retail and you have access to the  
19 residential; from the parking you have access  
20 to the retail. So you are not intermingled  
21 with the other sections of the site.

22 It is 700,000 feet of lifestyle  
23 residential and about 500,000 feet of parking  
24 space, all this intertwined, intermixed. You  
25 could conceivably live, shop, work, stay, all

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2 in one spot. I mean, we don't think that that  
3 is what will happen, but we think it will  
4 certainly have small businesses, doctors,  
5 dentists, smaller insurance brokerage firms,  
6 occupying office space.

7 The residential will be a little  
8 higher in residential in this portion of the  
9 site, and you will obviously have the retail,  
10 restaurants, amenities, grocery stores,  
11 drugstores, things like that, to service those  
12 people.

13 The next section of the site is the  
14 residential power development inclusive of the  
15 next generation housing and the senior housing.  
16 It is depicted here on the site plan. It is  
17 comprised of six buildings. Although it looks  
18 like two buildings, it is actually six towers  
19 all within a central core. This way, you can  
20 develop it in phases and build it over time as  
21 market conditions demand.

22 Here is a rendering looking at the  
23 back. If you look at the back, you can see the  
24 six buildings -- one, two, three, four, five,  
25 six. That is the way we plan on developing it,

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2 being able to phase it over time. I don't  
3 think we can absorb this much housing in one  
4 phase.

5 20 percent of the overall development  
6 will be allocated to next generation housing,  
7 inclusive of senior housing. We will provide  
8 one bedroom, two bedroom, three generation,  
9 creating opportunities for the \$90,000  
10 household income that was discussed. Today the  
11 current HUD rates are approximately \$740 rental  
12 for one bedroom, \$885 for two bedrooms, and  
13 \$1,000 for three bedroom. We believe those  
14 rates would apply today. Obviously, those  
15 rates will increase with inflation over the  
16 development period of this time, but we believe  
17 we can adhere to those rates, and we will also  
18 introduce some home ownership, using those same  
19 guidelines to create those values.

20 The next portion of the project,  
21 which is a very important part of the project,  
22 is the RFP was very specific when it asked for  
23 incorporating mass transit into the site. It  
24 wasn't very detailed as to what that mass  
25 transit would be. We looked at the site, and

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2 we looked at what we were providing, and  
3 thought the best use would be to provide some  
4 sort of light rail from one of the existing  
5 stations. We will provide all the easements as  
6 was requested. We will also build the station  
7 on site.

8 What works here is the parking  
9 garages for the Coliseum are not utilized  
10 during nonevent days, which are mostly during  
11 the week during the day. You can park in the  
12 garages, utilize the light rail, and get to  
13 mass transit. It will be a core for mass  
14 transit to be used. They will work well with  
15 one another. They will offset one another. It  
16 will be a complementary use.

17 We did some investigating and we  
18 looked at the possibilities. We also looked up  
19 what the light rail system cost for the JFK  
20 train to rail or air tram. It is estimated to  
21 cost about \$50 million per mile. So we looked  
22 at two alternatives. I know there was some  
23 number thrown around that the County was  
24 planning on expending \$200 million on mass  
25 transit. It was either in the RFP or one of

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2 the news articles, I saw a number of that.

3 So if you look at the old Hempstead  
4 train station, which still has the right-of-way  
5 existing to it and you would follow along the  
6 Meadowbrook Parkway across Charles Lindbergh  
7 Boulevard and into the site, that would be  
8 approximately 200 miles, at \$50 million a  
9 mile -- oops, excuse me, 2 miles. (Laughter)  
10 I was affected by the \$200 million number that  
11 was thrown out there.

12 A more aggressive plan would be to  
13 use the Mineola train station, travel east  
14 along the existing station right-of-way, travel  
15 along the Meadowbrook, install a station at  
16 Roosevelt Field, which will release some  
17 traffic in the county and then continues on to  
18 the site. That would be in the \$200 million  
19 range.

20 So we threw some ideas on the table,  
21 we worked with you and continue to work with  
22 you to see how that would work, what would be  
23 best for the site. Jeff?

24 MR. WILPON: The potential for a  
25 minor league ballpark on this site is very

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2 good. We would like to do it. We would like  
3 to bring a Mets-affiliated team here.

4 We have had great success out in  
5 Coney Island in Brooklyn with our team. We are  
6 averaging 300,000-plus fans a year. There  
7 hasn't been a seat available since we opened up  
8 five years ago. We have had five years in a  
9 row of sellouts. We have broken all the  
10 attendance records for short season clubs.  
11 There would be a full-season club here, "A" or  
12 "AA" most likely. I think we can build 8,000  
13 seats. I think we can do other events. We can  
14 post community events. We can have some  
15 outdoor concerts. A lot of opportunities here  
16 for this site with the minor league baseball  
17 stadium. These are just some renderings of the  
18 proposed stadium.

19 We would maximize the use of the  
20 parking that is already on the site. There  
21 would be more tax revenue and expanded  
22 entertainment value here.

23 You know, the Mets, and the Mets  
24 Development Company which I run, are developing  
25 a new Shea stadium right now, a 45,000-seat

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2 stadium, a \$600 million project. We did  
3 Keyspan Park out in Brooklyn with the City of  
4 New York. We have done all the renovations out  
5 at Tradition Field in Florida, in Port St.  
6 Lucie, and we also have a Dominican Academy  
7 down in Santo Domingo that we have developed.  
8 These are just some pictures of Keyspan, and  
9 this is a shot from the top of Tradition Field,  
10 and there is the entrance to Tradition.

11 MR. BLUMENFELD: With the renovation  
12 of the Coliseum comes the changing of the name  
13 and selling of advertising in order to support  
14 the Coliseum. But we don't want to forget that  
15 the Coliseum was named after the Veterans that  
16 lived on Long Island. So what we are proposing  
17 is to create some sort of monument, some sort  
18 of park, preserving Veterans Memorial Park, and  
19 incorporate that with other ball fields and  
20 tennis courts and things like that that will  
21 all be part of it. They are shown on the site  
22 plan. We are not very clear on these  
23 renderings, but there are many ball fields and  
24 soccer fields and tennis courts that are shown  
25 on the plan because there is plenty of open

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2 space to accommodate all that. Even on the  
3 rooftops of some of the garages are elements of  
4 the lifestyle center. So we would want to  
5 maintain that name, we would want to maintain  
6 that honor, and keep that going in the  
7 proposal.

8 Construction costs, zoning and taxes.  
9 The sites are listed here. I think we have  
10 gone through this. On the cost size, obviously  
11 we have committed \$300 million to the Coliseum.  
12 That is, we broke it up into parking of \$100  
13 million and \$200 million of Coliseum  
14 renovations. There was a mention before of  
15 \$150 million. If you wanted to take \$50  
16 million out of the Coliseum renovation budget  
17 and throw it towards light rail and work in  
18 that form, we could do that too. I don't think  
19 we would be opposed to that. The retail cost  
20 is about \$125 million. The residential towers  
21 is about \$300 million. Lifestyle Center 210,  
22 hotel convention center, 100, the office 100,  
23 and the minor league stadium, \$40 million --  
24 for a total cost of \$1.43 billion -- I can't  
25 even say the number. Thanks a lot. (Laughter)



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2 We have met with the Town of  
3 Hempstead and gone over our plan and looked at  
4 what it would take to get it approved. We had  
5 a rather large meeting with a bunch of the  
6 staff members, planning staff, building  
7 department, highways, etc. The current site is  
8 zoned single-family residence. Obviously, that  
9 doesn't work for this. So we would propose to  
10 go into the Town and propose a Planned Urban  
11 Development. It would be a zoning of the  
12 entire site -- a generic format where you can  
13 work and move things around on the site as long  
14 as you maintained your overall program. That's  
15 what we propose. It would take about two to  
16 three years to get it done. It involves a  
17 series of public hearings and environmental  
18 impact statements and those things to get it  
19 done. But we have done that plenty of times  
20 here on Long Island, we know what it takes to  
21 do it, and we can get it done. The Town of  
22 Hempstead has recently done it. They planned  
23 an urban development at the Archstone at the  
24 Roosevelt Center over at the old Roosevelt  
25 Raceway. The zoning is successful, working

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2 well, and they are moving ahead.

3 Projected real estate taxes for the  
4 site, which is revenue to the County -- and I  
5 believe this is only the County portion that we  
6 are talking about -- is the retail at \$9.7  
7 million, residential towers at \$10.9 million,  
8 Hotel Conference Center at \$5.5 million, the  
9 office space at \$5.5 million, and the stadium  
10 space is \$1 million -- for a total of the  
11 property taxes of \$38.5 million. The school  
12 board's share of that -- I don't need to read  
13 them all out, you can just scroll down -- comes  
14 out to about \$21 million. It is a big boost to  
15 the school district. Obviously, it gets paid  
16 over time, but it is a big boost to the school  
17 district.

18 Annual sales tax. Now, this is just  
19 the County side. Based on retail sales of the  
20 Lifestyle Center. just the retail portion alone  
21 would generate \$17 million a year in new sales  
22 taxes to the County. And on the minor league  
23 stadium, another \$500,000 a year from the  
24 traditional minor league stadium. This is not  
25 incorporating what the current Coliseum

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2 provides in sales taxes.

3 The proposal highlights \$300 million  
4 renovations to the Coliseum. No building on  
5 the site, which I didn't mention before, would  
6 be any taller than the existing surrounding  
7 buildings, so 15 stories is the maximum of the  
8 proposed building.

9 Obviously, a very key, important part  
10 of this is, I think, with New York Mets  
11 Development Corp. We provide a lot of  
12 experience and a lot of history managing an  
13 arena. The arena is a big portion of this. It  
14 is something you have to manage, you have to  
15 take over. I think New York Mets Development  
16 Corp. brings that expertise to the table.

17 Obviously, as to the minor league  
18 stadium, we said the plan is not dependent upon  
19 the Islanders. That is not to say we don't  
20 want the Islanders. We would like the  
21 Islanders to stay because we want the Islanders  
22 to be part of the plan. But we also understand  
23 that if they are not the successful bidder  
24 here, they may have other plans. So we at New  
25 York Mets Development Corp. feel we can

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2 substitute that use either with another sports  
3 menu or moving the minor league stadium to make  
4 that focal point. We would look at that as  
5 options if the Islanders choose to leave.

6 We have also met with SMG a few times  
7 now, and we have come to a tentative  
8 agreement -- I wouldn't say a definitive  
9 agreement, but a tentative agreement -- pending  
10 the decision here. We knew it was important to  
11 do that. We can work with them and move  
12 forward. I think if they are here for another  
13 nine years, it is important that we work with  
14 them to keep that going. Large financial  
15 support from Sterling Equities -- Sterling  
16 Equities American? Right?

17 MS. WILLIAMS: Sterling Equities.

18 MR. BLUMENFELD: Between the two  
19 firms we have sixty years of real estate  
20 development experience. Provisions for the  
21 future monorail mass transit I think are very  
22 important to make this project work. 4 million  
23 feet of overall development and a total  
24 development cost of \$1.43 billion, plus the  
25 additional park space, ball fields and green

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2 use, and obviously the parking. Thank you.

3 (Applause)

4 MS. WILLIAMS: Thank you very much.

5 That was a very detailed presentation, a lot of  
6 information for myself and my panel members to  
7 absorb in one sitting. So we will, of course,  
8 be taking our time to go through all your  
9 materials after this.

10 But, again, my goal for this evening  
11 is to make sure that we walk away with a  
12 clearer understanding of your proposal. You  
13 have a lot of information coming at us. I am  
14 just going to go slowly through a couple of  
15 pieces of it.

16 We need to understand: What are you  
17 proposing in terms of how you phase in this  
18 type of development? There are pieces that  
19 come before other pieces.

20 One of the important things is, what  
21 exactly are you proposing with regard to the  
22 Coliseum under a couple of scenarios? One, if  
23 you reach accord with the current owners of the  
24 Islanders and you move forward with a plan for  
25 them to be there, what happens and under what

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2 time frame do you see all this happening, if in  
3 fact you don't reach an accord with the current  
4 owner of the Islanders? How would you go  
5 forward then? It seems to me you were  
6 proposing: First we want to do this, then we  
7 would move to other alternatives.

8 MR. WILPON: In terms of how we deal  
9 with the Islanders, if we come to an agreement  
10 with the Islanders and we are able to do the  
11 renovations, we start that on any time frame we  
12 wanted and the County wanted. If they don't  
13 want to work with us and we are just told by  
14 the County, go ahead and do renovations, it is  
15 a lot harder to go into somebody else's  
16 building while they are occupying it and work  
17 something out.

18 So we need your help in making sure  
19 that we have agreement, in principle anyway, of  
20 what the designs are going to be and we don't  
21 have any roadblocks in front of us in terms of  
22 development of the plan and then the execution  
23 of the plan for the renovations of the  
24 Coliseum. I think it is a total of a  
25 three-year plan to get that done.

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2 MS. WILLIAMS: For the Coliseum  
3 renovations?

4 MR. WILPON: Right.

5 MR. BLUMENFELD: We think by the time  
6 you meet with the Islanders, come up with a  
7 design, do working drawings, and then implement  
8 construction, it would be a three-year process.

9 MS. WILLIAMS: Just again talk about  
10 SMG and where you would see their role. You  
11 said you have met with them, you are trying to  
12 come to an agreement with them. Would you be  
13 participating in the management, then, of the  
14 Coliseum?

15 MR. WILPON: We have thrown out both  
16 ways. We said if they want to keep their  
17 management agreement until the end, they can  
18 keep it. If they want to get out and do it on  
19 a fee basis, we would work with them on a fee  
20 basis. We are OK. We can manage facilities as  
21 we have in plenty of other places, or we can  
22 let them manage it until the end of their  
23 contract and then we could take over their  
24 contract. So we had a very good meeting with  
25 them. In fact, they asked to manage our

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2 places.

3 MS. WILLIAMS: Again, under the  
4 scenario where you reached agreement with the  
5 Islanders, when would you phase in hotel and  
6 conference center development?

7 MR. BLUMENFELD: I think, you know,  
8 the three biggest parts of the project are the  
9 residential towers, the lifestyle center, and  
10 the hotel convention center. I think the hotel  
11 convention center would be part of the first  
12 phase. One of the towers, the residential  
13 tower development, and the lifestyle is  
14 actually laid out in two building phases. So  
15 we would look at the plan and work our way  
16 through each phase. As things got leased up  
17 and rented or bought, we would then move  
18 forward with additional phases.

19 We tried to answer the question more  
20 specifically in the written answers that we  
21 have given to you.

22 MS. WILLIAMS: Right.

23 MR. BLUMENFELD: And we think after  
24 the Coliseum renovations are done and you  
25 actually have a planned urban development



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2 approval, you would have a construction  
3 commencement of all the phases of a five- to  
4 eight-year period before you would need formal  
5 approvals from when you actually do the last  
6 phase of construction, and then each phase  
7 would actually be a one- to two-year  
8 absorption.

9 MS. WILLIAMS: Again, we would be  
10 focused on the Town of Hempstead doing an  
11 approval, and again you talked about a planned  
12 urban development, sort of laid out a plan, got  
13 some general overall approval from the Town of  
14 Hempstead that allowed you to then move pieces  
15 around a little bit, but then do the  
16 development as you saw the market is ready to  
17 handle it.

18 Would you move on Coliseum  
19 renovations at all during that period of  
20 approvals with the Town of Hempstead?

21 MR. WILPON: I think we need some  
22 sort of guarantee, though. It's hard to move  
23 ahead with \$200 million worth of renovations  
24 without a project behind it. So I think we can  
25 talk about it, but I think that is tough to

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2 guarantee that we will move ahead with \$200  
3 million worth of improvements without any real  
4 development behind it.

5 MS. WILLIAMS: Without knowing the  
6 amount of development that would be allowed by  
7 the Town of Hempstead.

8 MR. WILPON: Correct.

9 MS. WILLIAMS: Now talk a little bit  
10 about how at that point you would be making  
11 decisions about a minor league stadium. It was  
12 very intriguing, you know, and I think a lot of  
13 us have recognized the success of the Cyclone  
14 Stadium in Brooklyn and the sellouts; also in  
15 Suffolk County there is a minor league team  
16 playing that has been very successful. Are  
17 there any problems in baseball in that we are  
18 not allowed to compete by having too many minor  
19 leagues around?

20 MR. WILPON: No, we would have to  
21 make a mutual agreement with the Yankees to  
22 provide extra teams into the area, which we are  
23 prepared to do, and we have started discussions  
24 with them. But the team out in Suffolk is an  
25 unaffiliated team. This team would be future

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2 players who will play in the big leagues with  
3 the Mets. There is a big difference between a  
4 minor league stadium that has an affiliated  
5 team, over an unaffiliated team.

6 MS. WILLIAMS: Although they are a  
7 very successful unaffiliated team, so we would  
8 see affiliated perhaps even more successful.

9 MR. WILPON: Even bigger success and  
10 bigger fan base out here on Long Island for the  
11 Mets. But we would look to put that into part  
12 of the plan of development and see what the  
13 Town thought about it as well.

14 MS. WILLIAMS: Would you embrace  
15 both? Let's say we got to a point where we  
16 knew that we had a commitment by the Islanders  
17 and you wanted to go forward, and the Town of  
18 Hempstead has done its thing in terms of  
19 approvals, where you move forward making an  
20 investment in the Coliseum renovations, at the  
21 same time would you still be planning to do  
22 anything with a minor league stadium?

23 MR. WILPON: Yes, that is definitely  
24 my intention. I think we would like to do  
25 that. We would very much like to have a minor

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2 league ball team out on this site. It is a  
3 great site. You have a lot of people out here.  
4 If the monorail goes through and all the other  
5 things, you have a built-in fan base here, and  
6 these are Mets fans out here that we would like  
7 to support along with their coming to Shea,  
8 obviously.

9 MS. WILLIAMS: From your perspective,  
10 that is doable, those kinds of negotiations  
11 with another baseball team?

12 MR. WILPON: Yes. We did it in  
13 Brooklyn and Staten Island, so there is  
14 precedent.

15 MS. WILLIAMS: At what point during  
16 all the modeling you have done in terms of this  
17 development do you see the decisions being made  
18 about a minor league stadium?

19 MR. WILPON: It is part of the  
20 overall urban development plan, and we have to  
21 have discussions with all the parties  
22 concerned. We would like to do it. That is  
23 why it is in our plan. So our goal would be to  
24 figure out a way where it works for everybody  
25 and we could get it going.

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2 MS. WILLIAMS: And that would be both  
3 if you did the Coliseum renovations and if they  
4 did not occur under your proposal?

5 MR. WILPON: Correct.

6 MS. WILLIAMS: So then we would be  
7 able to see a proposal that includes both?

8 MR. WILPON: Correct.

9 MR. BLUMENFELD: Our current proposal  
10 includes both. The current site plan includes  
11 both the Coliseum and the minor league ball  
12 park.

13 MS. WILLIAMS: Right.

14 MR. BLUMENFELD: We have planned for  
15 that. That would be the ultimate goal.

16 MS. WILLIAMS: In terms of workforce  
17 housing, next-generation housing, workforce  
18 housing, I just want to understand exactly  
19 where in your proposal does that come into  
20 play. Is that in the residential towers? Was  
21 that in the smart lifestyle?

22 MR. BLUMENFELD: All of that would  
23 occur in the residential towers. And what we  
24 have found and we have seen is that to  
25 incorporate next-generation housing and senior

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2 housing all within one facility actually  
3 creates a very nice environment. Also, it  
4 takes away a lot of the animosity about the  
5 sort of preconceived definition of what any of  
6 these projects are.

7 In other words, if you would say we  
8 are going to build this project of affordable  
9 housing, there are some people that are opposed  
10 to it, some people that are for it. If you say  
11 we are going to build luxury housing and we say  
12 we are going to build senior housing, you  
13 always have someone who is for it, someone who  
14 is against it. If you put them all together,  
15 it seems to ease that tension a lot. You can  
16 mix that in. It is done in the city all the  
17 time with the 80/20 developments which are done  
18 in Manhattan. That is what we propose here.  
19 It would be mixed throughout those 6,000 we  
20 showed you.

21 MS. WILLIAMS: That was a later phase  
22 development, if I understood correctly.

23 MR. BLUMENFELD: No. Like I said,  
24 there are three components to the project:  
25 There is the residential towers, there is the

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2 lifestyle center, and -- there are really more  
3 than three, but the occupied development parts  
4 of it: The lifestyle center, the residential  
5 towers, the hotel convention center, the minor  
6 league ballpark.

7 But, talking about the living  
8 portions, we would start a phase of each  
9 component in our Phase 1, if I am explaining it  
10 correctly; in other words, we'd build a  
11 residential tower, we'd build a portion of the  
12 lifestyle center, but we just wouldn't build it  
13 all at one time.

14 MS. WILLIAMS: You mentioned the deck  
15 parking. There were two deck parking drawings  
16 in the site plan, the first one adjacent to the  
17 Coliseum, and that one, of course, becomes  
18 paramount to the development of the rest of the  
19 land. You know, as you heard me, I think I  
20 articulated before, the development only  
21 becomes possible when we free-up parking  
22 spaces. So, assuming we are going forward, we  
23 have the Islanders in residence, we plan to  
24 have them there, what do you see as the  
25 potential for development on top of the deck

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2 parking? I heard you mention, did you say,  
3 tennis courts?

4 MR. BLUMENFELD: If I could point,  
5 you see this here? All this here, between the  
6 lifestyle area, all that is deck parking on the  
7 back side, and then on top is gardens and  
8 tennis courts. We don't believe in the work  
9 here because of the mass traffic and where it  
10 is located, but over here it will all exist,  
11 and then back here some more parks, ball  
12 fields. And they'll be spread throughout the  
13 entire development. Obviously, to make all  
14 this work, the first thing you must build is  
15 the big parking structure.

16 MS. WILLIAMS: Would you have any  
17 financial interest in the Coliseum under your  
18 proposal, any financial interest in the  
19 revenues that are generated out of that?

20 MR. WILPON: We have interest in the  
21 revenues, obviously. But I believe SMG takes a  
22 bunch of those revenues that the team doesn't  
23 get. That is part of the negotiations with  
24 SMG. If you are asking, would we want to buy  
25 the Coliseum from the county? I don't think



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2 so.

3 MS. WILLIAMS: Clearly, you would be  
4 moving, then, toward a convention center that  
5 had its own uses separate and apart from sports  
6 where you would be looking to host any events.  
7 Have you looked at any type of analysis for  
8 what the market is for that, for exhibition and  
9 convention center space on Long Island?

10 MR. BLUMENFELD: We haven't done an  
11 in-depth analysis. We have contacted certain  
12 industries and trades. We believe the boat  
13 show struggles here, the car show struggles  
14 here, those types of things struggle, because  
15 they are squeezing themselves into a very small  
16 box. They need a better exhibition space. And  
17 then I think Long Island is losing a lot of  
18 exhibitions because it just doesn't have the  
19 proper space. So we believe it is necessary in  
20 order to make the Coliseum a better place.

21 MS. WILLIAMS: OK. I am just going  
22 to look at my notes here for one moment.

23 MR. BLUMENFELD: Also answering your  
24 question before about the financial interest in  
25 the Coliseum, we would intend at the end of the

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2 SMG lease either to extend some agreement with  
3 SMG and then to continue managing, but we would  
4 share in revenues above and beyond the  
5 Islanders. We have offered the Islanders  
6 rent-free the Coliseum in our proposal if they  
7 would stay. Other events, concerts, things  
8 that might be run in the Coliseum, we would  
9 look to share in the revenue with SMG or pay  
10 SMG to take that revenue in advance and pay the  
11 management fees to pay the managers of the  
12 Coliseum.

13 MS. WILLIAMS: So under your proposal  
14 you would, I think, continue to talk to SMG,  
15 see if you worked out an arrangement, and make  
16 a decision on what you want to do when their  
17 lease expires?

18 MR. BLUMENFELD: Correct.

19 MS. WILLIAMS: I would like to pause  
20 for a moment on the transportation aspect of  
21 your proposal. I think you certainly spent  
22 some time analyzing the particular railroad  
23 stations' opportunities looking at that  
24 Hempstead Railroad Station and Mineola Railroad  
25 Station. We were looking for a partner in

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2 transportation, and I think that certainly came  
3 across in your proposal that you would embrace  
4 it. Do you have specific dollar contributions  
5 that you think would be appropriate, based on  
6 your own analysis of the costs?

7 MR. BLUMENFELD: You mean of the cost  
8 of building the station?

9 MS. WILLIAMS: Yes.

10 MR. BLUMENFELD: We don't have a  
11 specific cost. We looked at that as a  
12 component of the overall development and being  
13 built into one of the parking structures. I  
14 mean the parking structure alone is a  
15 \$100,000,000 investment, and I assume a lot of  
16 that will be used to support and provide  
17 parking for the rail users.

18 MS. WILLIAMS: With regard to the  
19 Coliseum, I thought your drawings of the  
20 renovated Coliseum were particularly  
21 interesting. Just take us back for a moment on  
22 the plan which says you started with the outer  
23 building which allows you then to do  
24 construction because you have moved other  
25 things to this outer building.

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2 MR. BLUMENFELD: Right.

3 MS. WILLIAMS: Take us through that  
4 for a little bit.

5 MR. WILPON: So you are not  
6 disturbing anything inside the actual Coliseum,  
7 and then what we proposed is take all the  
8 concessions, all of the bathrooms and basic  
9 necessities of the stadium, the theme store,  
10 restaurants, etc., put that in that outer  
11 building, which then frees up all that space  
12 that you have right in back of the seating bowl  
13 right now. Under the seating bowl in the main  
14 concourse is where the concessions, bathrooms,  
15 etc., are put right now on.

16 Once I carry those out, I have a nice  
17 big open space I put those suites in. I put  
18 those suites in at a much better level than  
19 they are right now, and you have a pretty good  
20 renovation with that, and then you lower the  
21 bowl, get more of the seats down closer to the  
22 ice rink, or whatever the event that is going  
23 on at that time, and give yourself a chance to  
24 make this work. I mean, listen, if the  
25 Islanders want to chip in, the best thing might

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2 be to not do anything with this building and do  
3 a \$350 million brand-new renovation, 200 from  
4 us and 150 from them and others. That would be  
5 the ultimate in terms of getting the most  
6 efficient building you could get. This is  
7 still going to be a renovation. No matter what  
8 you do, this is going to be a renovation, you  
9 are going to make some compromises as you go  
10 along.

11 MS. WILLIAMS: Under that proposal --  
12 I just want to pause for a moment on that --  
13 the Islanders, as you said in your proposal,  
14 remain there rent-free. I am beginning to see  
15 the issue more clearly in terms of generating  
16 additional revenues, because if you add the  
17 type of opportunities you want in that  
18 concourse way, as well as the luxury seats,  
19 then the Coliseum becomes a more profitable  
20 operation. That makes the discussions with SMG  
21 even more critical in terms of, Are you getting  
22 a return on your investment? At what point do  
23 the economics work for you in terms of the  
24 investment?

25 MR. WILPON: Most of these contracts

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2 are running out. They are only going to  
3 capture a little bit of that revenue and then  
4 the back end is all for us.

5 MS. WILLIAMS: And that is what you  
6 have looked at?

7 MR. WILPON: Yes.

8 MS. WILLIAMS: I just want to alert  
9 everybody, not just you, in terms of your  
10 presentation but other presenters as well: You  
11 mentioned modes of transportation, and we do  
12 have a study that the County has undertaken,  
13 both with County funding, State and Federal  
14 funding, which have identified transit options  
15 in the Hub area and that report will be coming  
16 out soon by STB, that is the County's  
17 contractor, which did this whole light rail  
18 study. So we will be moving forward. And we  
19 have existing drafts as well.

20 MR. WILPON: We worked with STB, so I  
21 know that they are very good, and we would love  
22 to see the report.

23 MS. WILLIAMS: Again for the benefit  
24 of everyone here, what we will be doing as a  
25 result of moving forward on this project is

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2 trying to identify more clearly on the County's  
3 Web site the links to existing reports on  
4 the Light rail studies, for example, and any  
5 other studies that come out in their final  
6 report.

7 I think that is very good. You have  
8 really covered my questions. Do you have any  
9 questions you want to ask?

10 MR. CUNNINGHAM: As you know, having  
11 the Islanders continue their presence on the  
12 Island and extending that presence is a top  
13 priority for the County, and I appreciate your  
14 focus on that in terms of the plan as far as  
15 good-faith negotiations with the Islanders and  
16 your ongoing negotiations with the SMG.

17 My question is, if those negotiations  
18 are unsuccessful, it does not work out, what is  
19 the Plan B for your proposal in terms of not  
20 being able to have an arrangement with the  
21 Islanders and SMG?

22 MS. WILLIAMS: I take it if you want  
23 the \$200 million just for the County, you guys  
24 can take the \$200 million and do something with  
25 it; or you can tell us, Listen, we own this

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2 Coliseum, we like your plan, we like your  
3 improvements, go ahead and do those  
4 improvements. We are just the tenant, you are  
5 the landlord, and if you want us to act on  
6 behalf of the landlord to make those  
7 improvements, we will. It will be much  
8 better if we work with the Islanders, which we  
9 plan to do, but we can do it the other way as  
10 well.

11 MR. BLUMENFELD: We can shift the  
12 focus from the Coliseum to the minor league  
13 ball stadium. Put that in the middle and build  
14 around that. If at the end of the term of the  
15 Omni lease --

16 MS. WILLIAMS: If they didn't want  
17 that. If they left for some reason.

18 MR. BLUMENFELD: But we are not  
19 encouraging that, we don't want to see that.

20 Two of our partners have walked in.  
21 They are a little late, but they are here now,  
22 so if you have any questions.

23 MS. WILLIAMS: If there is anything  
24 they want to add they are welcome to as well.

25 Thank you very much. We appreciate



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2 it. (Applause)

3 We are going to take a five-minute

4 break.

5 (Recess)

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1                   COUNTY EXECUTIVE SUOZZI: Please be  
2           seated. I just want to introduce, to the  
3           people who have not been here since the  
4           beginning, the three members of our evaluation  
5           panel, in-house County staff: Helena Williams,  
6           who is Deputy County Executive for Compliance;  
7           Bill Cunningham, who is Counsel to the County  
8           Executive; Patty Bourne, who is the Executive  
9           Commissioner of Planning. They are all sitting  
10          up here in front, along with our consultants  
11          who are assisting us as well: HR&A, who are  
12          economic impact advisers; CSL, Convention,  
13          Sports and Leisure, who are our sports  
14          facilities advisers; Pearson & Pearson, who are  
15          our appraisers, our outside counsel as well,  
16          who are sitting up in the front, from  
17          Westerman, Ball & Ederer.

18                   Again, our objective here is to make  
19          this as open and transparent a process as  
20          possible. What we are doing is being  
21          transcribed by video and by the stenographer.

22                   Again I want to emphasize the  
23          priorities of the County in this process. We  
24          want a new and renovated Coliseum that is a  
25          state-of-the-art facility that will not have

1       any out-of-pocket cost to the County of Nassau,  
2       with a minimum investment of \$150 million.

3               We want to save the Islanders here,  
4       extend their lease, or a comparable sports  
5       franchise here or a park that will support it.

6               We want to see a redevelopment that  
7       is consistent with the County's master plan  
8       that was laid out early in the year in January.

9               We want to see mass transit  
10       consistent with our Hub planning. For those of  
11       you who are not aware, the County has a lot  
12       of studies that have been done already by  
13       STB in conjunction with a number of community  
14       groups who have had public meetings, and there  
15       are reports available regarding the  
16       transportation planning that we have already  
17       envisioned for this area, in terms of light  
18       rail and other types of transportation for the  
19       area.

20              We want to see housing for the next  
21       generation here, at least 15 percent of that  
22       type of house constructed or more. We would  
23       like to see next-generation housing available  
24       to families that make less than \$90,000 a year.

25              We want to make sure that the

1 developers are credible and have the financial  
2 background. I believe that is apparent as to  
3 each of our developers who are here. As I  
4 mentioned before, they are all very solid Long  
5 Island citizens, great corporate citizens, and  
6 individuals who have been involved in  
7 tremendous projects before in the past.

8 As well, we want to expand our  
9 property tax base and our sales tax base here  
10 in the County.

11 One thing I haven't pointed out  
12 before, and I will go through quickly: The  
13 calendar. What we have been through so far,  
14 what we are looking at in going forward, is the  
15 following: The RFP went out on August 12. The  
16 preliminary responses were due on October 1.  
17 There was an extension until October 17. The  
18 County issued questions in writing to each of  
19 the developers on October 21. All those  
20 questions have been posted on our Web page.  
21 The answers to those questions have been  
22 submitted by the developers here today. We  
23 hope they are considering those questions and  
24 their responses. The presentations being made  
25 today and their responses will be posted on the

1 Web page as well. Anybody from the public who  
2 has any questions, or any of our elected  
3 officials, who are represented here today by  
4 Howard Weitzman, the Comptroller, who is going  
5 to be monitoring this process throughout; our  
6 presiding officer of the Legislature, Judy  
7 Jacobs, is here as well -- I am not sure if any  
8 other elected official is still here any  
9 longer -- but any questions that anybody wants  
10 to raise they can submit in writing, and those  
11 questions can be submitted in writing here  
12 today or at any time between now and November  
13 18. They have to be given to Francis Ryan, the  
14 Director of Purchasing in the County, or you  
15 can submit your questions via the Web page.  
16 All questions will be posted on the Web and  
17 answered on the Web, so any point that anybody  
18 wants to make, either a developer or a member  
19 of the public or an elected official, make sure  
20 you let us know what you are concerned with.

21 We don't want to hear three months  
22 after the process is over, "Hey, how about  
23 this? Nobody talked about this." Tell us  
24 during this process. We want this to be an  
25 open and transparent process throughout so

1       everybody has an opportunity to get their  
2       points across.

3               Today is November 10. Sometime  
4       around Thanksgiving week the County will issue  
5       a request for best and final offers. We will  
6       probably be proposing a term sheet that we want  
7       to see the developers comment on as to what  
8       their best and final offers are, things that we  
9       want to see the developers propose on, based  
10      upon what we learn throughout this process.  
11      The best and final offers will be due sometime  
12      around December 21 of this year back to the  
13      County, and we will be making our decision  
14      based on those best and final offers sometime  
15      after that, after those best and final offers  
16      come in.

17              We are now ready for the third  
18      proposal, the "Lighthouse" at Long Island,  
19      Mr. Wang and Mr. Rechler. Thank you.

20      (Applause)

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1 Wang - Reckson

2 MR. WANG: Thank you. Good evening,  
3 everyone, and thank you all for taking the time  
4 to be here and for your participation in this  
5 process.

6 We welcome the opportunity to present  
7 our ideas in person, but before we get into our  
8 proposal I would like to explain how this all  
9 began and why I am standing here today.

10 Now, I come here today not only as a  
11 developer but also as a neighbor. I have lived  
12 on Long Island for over 53 years. My parents  
13 live here, my young children live here, also my  
14 friends and family live here. I work here  
15 every day, and I am involved in many ventures  
16 all across Long Island that provide the jobs,  
17 the opportunities and higher quality of life to  
18 the good people of Long Island. It is really a  
19 labor of love, because I truly love this  
20 Island.

21 This is how the whole thing started.  
22 Five years ago I bought the New York Islanders.  
23 At that time I didn't know anything about  
24 hockey, but I did know how important it was to  
25 keep this major league franchise on Long

1 Wang - Reckson

2 Island. My goal was not to just keep them  
3 here, though, but to turn it around and bring  
4 back one of the greatest winning traditions of  
5 sports.

6 Over the past five years, we have  
7 come a long way. When I bought the team, it  
8 had a season ticket base of approximately  
9 2,500. Today it is over 8,000. Its average  
10 attendance per game was approximately 5,000.  
11 Today it is almost 13,000. And after a  
12 seven-year drought, we have made the playoffs  
13 in each of the last three seasons.

14 But we still face three daunting  
15 problems. The Nassau Coliseum is one of the  
16 worst sports arenas in North America -- I take  
17 that back -- the Nassau Coliseum is the worst  
18 sports arena in the world. (Laughter)

19 Number two, Nassau County has the  
20 responsibility to provide a first-class  
21 facility. But Nassau County cannot afford to  
22 fix it or build a new Coliseum.

23 Number three, the economics of our  
24 lease and the limitations of the current  
25 building prevent us from having a sustainable



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2 built business model.

3 Now, I just want everybody to be  
4 clear, I am not complaining, but the  
5 organization will have lost approximately  
6 \$125 million in the few short years of  
7 ownership.

8 Those three problems are why I am  
9 standing here today. We need to solve not one,  
10 not two, but all three of these three problems  
11 or can't continue. Now, that's the bad news.

12 The good news is that, after working  
13 on this project for more than three years and  
14 spending more than \$5 million in research,  
15 planning and development, we have come up with  
16 a very innovative, very exciting and visionary  
17 plan that will not only address these problems  
18 but, more importantly, it will improve  
19 dramatically the suburban quality of life that  
20 attracted all of us to come here and live on  
21 Long Island in the first place.

22 Our plan would transform the Coliseum  
23 from the worst arena in North America to one of  
24 the best. But, most important, the Coliseum  
25 will be economically sustainable, which will

1 Wang - Reckson

2 assure that the Islander hockey team stays and  
3 thrives on Long Island.

4 Today the Coliseum operates with a  
5 \$1.5 million annual operating loss. It doesn't  
6 host the breadth of quality events that other  
7 professional sports arenas do.

8 As a comparison, let's just take a  
9 look at our neighboring arenas. Madison Square  
10 Garden does between 350 and 400 events per  
11 year. Continental Airlines' arena, the  
12 Meadowlands, does approximately between 225 and  
13 250 events per year. The Coliseum does between  
14 100 and 125 events per year, of which  
15 approximately half of them are Islander and  
16 Dragon games.

17 The building is not providing the  
18 kind of entertainment that our community  
19 deserves, it is not generating the kind of  
20 revenue our community needs, and we anticipate  
21 that the transition cost of the Coliseum,  
22 exclusive of the parking when the entire site  
23 is developed will be approximately \$320  
24 million.

25 Now, Stafford Sports -- some of you

1 Wang - Reckson

2 may know this -- is a highly regarded  
3 entertainment facility evaluator and their  
4 principals who know our markets well because  
5 they worked in this market and they  
6 conservatively estimated that the transformed  
7 Coliseum will generate more than \$250 million  
8 of incremental revenue to the County and the  
9 State and will bring thousands of new jobs  
10 here, both construction jobs and permanent  
11 ones.

12 Best of all, our plan will not cost  
13 Nassau taxpayers one single penny, not one  
14 penny.

15 We were asked by the County for a  
16 creative solution to address their  
17 responsibility to provide a first-class  
18 facility for the Islanders, and we have done  
19 just that.

20 This is probably unprecedented. You  
21 take a look at all the sports arenas that have  
22 been built all over America and the billions of  
23 dollars in taxpayer money that subsidized them,  
24 and you may better understand just how good a  
25 deal this is for Long Island.

1 Wang - Reckson

2 Finally, as I said earlier, our plan  
3 will dramatically improve the suburban quality  
4 of life, which is why we all moved here in the  
5 first place. Our plan will take 77 acres of  
6 concrete and resurface it. You know that old  
7 Joey Mitchell song that said: "We paved  
8 paradise and put up a parking lot." If you can  
9 imagine that song being played backwards, we  
10 are going to rip up a parking lot and put in a  
11 paradise. For enlightened, intelligent  
12 suburban communities, suburban centers are the  
13 answer to promised suburban sprawl. Suburban  
14 centers are a much smarter way for suburbs to  
15 grow rather than this mindless strategy of an  
16 uncontrolled sprawl of strip malls, flat  
17 industrial parks, big boxes and look-alike  
18 buildings as far as the eye can see.

19 I will grant you that the  
20 "Lighthouse" project looks different than  
21 anything else on Long Island, but that is a  
22 strength, not a weakness. We need to lift our  
23 eyes and raise our standards. We, as Long  
24 Islanders, deserve so much better. We need to  
25 stop spreading wide and flat and we need to

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2 start developing areas with concentrated  
3 density mixed with open spaces. We need to  
4 differentiate ourselves, we need to become a  
5 destination to attract tourism dollars to  
6 support our local economy. We need to create  
7 in certain selected areas modern suburban  
8 centers that can preserve and improve our  
9 suburban quality of life.

10 If you look around America, you will  
11 see that the smartest and most successful  
12 communities have adapted this progressive  
13 strategy of suburban centers, and our  
14 presentation tonight will show you why.

15 Now I would like to say a few words  
16 about my partner. All of you are familiar with  
17 my colleague and partner in this endeavor,  
18 Scott Rechler of Reckson Associates. Reckson  
19 Associates is the ideal partner for this  
20 development project. The company is a shining  
21 example of Long Island entrepreneurship that  
22 has gone from strength to strength under  
23 Scott's leadership, and Scott is personally  
24 committed to the future of Long Island.  
25 Reckson has a proven ability to deliver on

1 Wang - Reckson

2 projects of a grand scale, and Scott's  
3 leadership and expertise, together with his  
4 hometown roots, make Reckson the best possible  
5 complement to the Lighthouse Development Group.  
6 Moreover, and you may not know this, but  
7 Reckson has been involved in the development of  
8 the Hub from the very beginning. This idea of  
9 reenergizing the heart of Nassau County is  
10 really not a new one.

11 The first plan to develop a hub was  
12 put before the County in 1968 by the New York  
13 State Regional Planning Association, and  
14 Reckson was heavily involved in associated  
15 development of historic Mitchel Field.

16 We have the vision, we have the  
17 resources, and we have the commitment to make  
18 this project a reality.

19 What I would do now is take a few  
20 moments and show you a video that captures our  
21 vision and some details of the proposed plan.

22 (Presentation of video)

23 MR. RECHLER: You just heard Charles  
24 discuss his multiyear crusade to keep the  
25 Islanders on Long Island and provide the

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2 Islanders with a premier sports arena and a  
3 modern suburban center for Nassau County. I am  
4 going to provide you with an overview of our  
5 vision for the project, our commitment and  
6 capacity to complete this project in a timely  
7 manner and in a manner that enhances our  
8 community's quality of life, and finally our  
9 view of what needs to be done from here.

10 Our plan is not about any single  
11 building. It is about a vision to develop an  
12 exciting suburban center for Nassau County that  
13 is distinctive and enhances our suburban way of  
14 life by providing the housing, retail, hotels,  
15 entertainment, jobs, and people places that  
16 will continue to attract our children to stay  
17 on Long Island. As Charles said, this cannot  
18 be just another development of big-box retail  
19 and suburban sprawl. It must be a plan to help  
20 Nassau County transition from the oldest suburb  
21 in the United States to the model for new  
22 suburbia.

23 Our plan is to develop a \$1.5 billion  
24 dollar center for Nassau County centered around  
25 a newly transformed state-of-the-art Coliseum

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2 and sports complex. In developing our plan, we  
3 are going to take advantage of the adjacent  
4 land and properties that the venture controls  
5 to expand the master plan beyond the 77-acre  
6 Coliseum site to the 150 acres that incorporate  
7 our Omni property, Reckson Plaza, the Marriott  
8 Hotel, and the neighboring development sites.  
9 Our plan calls for an additional 5« million  
10 square feet of development, 3« million square  
11 feet of residential, 1,000,000 square feet of  
12 office space, 500,000 square feet of retail  
13 space, 500,000 square feet of hotels and  
14 conference space, and establishes a venue to  
15 honor Nassau County's Veterans.

16 Let me review some of the key  
17 characteristics of our plan. One advantage of  
18 incorporating our neighboring projects is that  
19 it allows us to concentrate density while  
20 maintaining significant open space. Our plan  
21 incorporates a park that is larger than Bryant  
22 Park in New York City, which can serve as a  
23 great venue for public events, as you saw in  
24 that video. To do this, we will concentrate a  
25 significant portion of the Coliseum parking on



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2 our neighboring lands. This will enable us to  
3 create more open spaces at the center of the  
4 Lighthouse development.

5 And finally, our ability to share  
6 parking with our neighboring properties, for  
7 Reckson has 6,200 spaces available today, our  
8 neighboring Coliseum and existing exhibition  
9 center, to host significant regional and  
10 national events without having to develop  
11 additional permanent parking on site for the  
12 limited times it will be required, in addition  
13 to the 13,000 permanent spaces that we plan on  
14 having on site to support the development.

15 A key component of our plan is to  
16 make this a destination location that can be  
17 accessed by light rail or monorail from  
18 Hempstead train station. Equally important is  
19 making the development pedestrian-friendly, so  
20 that once someone arrives he or she can walk  
21 from location to location. Our plans call for  
22 the connecting of the entire site by submerging  
23 Hempstead Turnpike and Charles Lindbergh  
24 Boulevard. This will enable us to provide  
25 pedestrian access to Reckson Plaza, the Omni,

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2 Mitchel Park and Museum Row from our Lighthouse  
3 development.

4 The video you just saw, I think, did  
5 an excellent job describing the exciting  
6 proposed formation of the Coliseum into one of  
7 the country's most sought after and flexible  
8 arenas. The new Coliseum, to review, will  
9 include a commuter arena for the New York  
10 Islanders and special events, 20,000 seats with  
11 state-of-the-art technology designed to serve  
12 as premier concert destination. It will give  
13 you and serve as a regional hockey center, with  
14 four sheets of ice to accommodate national  
15 and support the parking that I discussed  
16 earlier. It will include a sports facility  
17 that will be open to the public so the public  
18 can actually work out with the professional  
19 athletes that work out there as well, and it  
20 will have 250,000 square foot conference  
21 center.

22 Let's talk about the residential  
23 components of our plan. It is our belief that  
24 Long Island is underhoused at all income  
25 levels. Our plans call for the development of

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2 3 to 3« million square feet of residential  
3 properties. We intend to incorporate a mix of  
4 workforce housing, student housing, housing  
5 geared toward the empty-nesters and housing  
6 targeted to the younger workers and families  
7 who want to live and work in the exciting  
8 atmosphere that we will be creating at the  
9 Lighthouse developments.

10 We also plan on developing 500,000  
11 square feet of lifestyle retail. Our exciting  
12 destination and mixed-use environment will have  
13 substantial pedestrian traffic, which, we  
14 believe, will attract a broad range of  
15 entertainment lifestyles or retails, such as  
16 signature restaurants, cafes, boutique retail  
17 and entertainment and sports retail. We do not  
18 anticipate our retail being competitive with  
19 the neighboring retail, such as Roosevelt Field  
20 Mall. Rather, our retail is going to be there  
21 to complement the Lighthouse development and  
22 its surrounding developments.

23 Our plan also calls for 500,000  
24 square feet to a million square feet of hotels.  
25 We are going to have a business hotel which you

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2 saw in the video, which will be provided by  
3 fully renovating the existing Marriott Hotel  
4 which we have under contract to purchase today.  
5 We also have a five-star luxury hotel. It is  
6 hard to believe that Long Island, one of the  
7 most prosperous economies in the country, does  
8 not have a five-star hotel. Residents and  
9 visitors in the corporate community are  
10 compelled to go to New York City for true  
11 high-end quality and services. Our five-star  
12 hotel will serve as a much neglected segment to  
13 this market and be run by one of the major  
14 hotel flags, such as Ritz Carlton, Four  
15 Seasons, or the St. Regis. Both of our hotels  
16 will support our 250,000-square-foot convention  
17 center.

18 Let's talk about the office  
19 development. It is our belief that Nassau  
20 County's tight commercial real estate market  
21 and lack of developable land is limiting its  
22 ability to attract and retain large corporate  
23 users that demand modern facilities. Thus, we  
24 are planning to build a million square feet of  
25 office space. Our plan leaves us with the

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2 flexibility to develop a corporate office park  
3 in a campus-like setting, as you can see at the  
4 top right-hand side of the screen, that will  
5 provide Nassau County with the developable  
6 potential to attract and retain large office  
7 users in modern facilities that might otherwise  
8 go to another location in the New York tristate  
9 area region.

10 In addition, our plans call for the  
11 development of a multitenant office complex  
12 that will serve as a sports complex and target  
13 tenants that focus on sports technology and  
14 complement the other tenants that are in the  
15 area.

16 We are committed to making this  
17 project successful. We are prepared to invest  
18 \$1.5 billion into the Coliseum site. Charles  
19 is prepared to transform the Coliseum to meet  
20 and exceed the County's obligation to create a  
21 state-of-the-art facility. We estimate this  
22 cost, as you heard before, at \$320 million.  
23 Charles has personally guaranteed the  
24 completion of the Coliseum transformation. We  
25 have committed to pay the county \$1.5 million

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2 per year in growing that inflation in addition  
3 to all the other investments.

4 Equally important is that our venture  
5 has a vested interest in the successful  
6 redevelopment of the Coliseum site for  
7 approximately a billion dollars invested in the  
8 area today. Reckson has 2« million square feet  
9 of office property surrounding this site.

10 Charles owns the Islanders and the Dragons. We  
11 have a contract to purchase the Marriott Hotel.  
12 We are committed to making this project a  
13 success. It is important to us, as it is to  
14 Nassau County, to see the Coliseum site  
15 properly redeveloped through vitalizing the  
16 County. We can't afford for this project not  
17 to be successful. Charles can move the  
18 Islanders some place else; we can't move our  
19 buildings. It's got to work.

20 Let's talk about Charles and our  
21 commitment to Long Island. We are both very  
22 committed to Long Island, as Charles said in  
23 his opening remarks. Reckson for the last five  
24 decades has been committed to Long Island with  
25 a history of innovation and development in

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2 investing in Long Island and continues to  
3 develop on Long Island. Charles was a founder  
4 of one of Long Island's largest employers and  
5 he made it his business to keep it on Long  
6 Island, like he made it his business to keep  
7 the New York Islanders on Long Island. Both  
8 Charles, Reckson and myself personally are very  
9 much focused on our civic duty to Long Island,  
10 with a perspective and a personal involvement  
11 perspective, and will continue to do so.

12 Let's talk about our capacity. We  
13 believe our team is uniquely equipped to  
14 complete this project without compromising its  
15 potential. Charles controls the sports team  
16 and he is committed to this project. He has a  
17 proven record of building and transforming  
18 businesses. Reckson is the largest commercial  
19 landlord on Long Island with five decades of  
20 experience here. We developed and own over 12  
21 million square feet of properties on Long  
22 Island alone. We control the neighboring  
23 sites, so it gives the ability to expand our  
24 plan to 150 acres versus 77 acres. Our team is  
25 extremely well capitalized and committed to

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2 completing this project. Reckson is a \$5  
3 billion company. We are an investment A-rated  
4 company. We can actually complete this project  
5 on our own balance sheet. Charles has already  
6 shown his financial commitment to this site  
7 with the amount of money he continues to invest  
8 in the Nassau Coliseum Islanders.

9 I would like to review what we  
10 believe the status is and the next steps  
11 starting with the status. We already have a  
12 fully negotiated lease with Nassau County. We  
13 already have a fully negotiated deal with the  
14 New York Islanders. Our partnership is fully  
15 capitalized. Any issues that are relating to  
16 the Marriott Hotel easements or development  
17 sites are going to be resolved because we are  
18 buying it. Any issues that may come up  
19 relating to the surrounding properties are  
20 going to be resolved because we own the  
21 majority of the surrounding properties.

22 Let's discuss the next steps.  
23 Really, we look at the next step it really  
24 comes down to the County Executive and the  
25 County Legislature making its determination.



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2 If you agree with our vision for Nassau County  
3 Suburban Center, not any particular proposed  
4 building or component of our plan but our  
5 broad, fundamental vision for this site, you  
6 determine who is best equipped to make this  
7 vision a reality, who is best aligned with the  
8 county citizens to ensure this project is  
9 completed in a manner that enhances our  
10 community, and finally, who has the financial  
11 capacity and expertise to execute. I believe  
12 it is us.

13 If we are chosen you have our  
14 commitment that we will work diligently with  
15 the Town of Hempstead to make our vision a  
16 reality. We will meet with them immediately  
17 and with an open mind to determine the  
18 appropriate final mix and density of the  
19 residential, retail, hotel, and office. We  
20 will develop a final plan with them of the  
21 building sizes, the scale, and the locations  
22 hand in hand. We will work with the state and  
23 federal government to procure the necessary  
24 funds to build the public transportation that  
25 we discussed here and the road improvements

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2 that we have discussed here.

3 If we work hard, our objective will  
4 be able to be commencing this construction by  
5 the end of 2007, starting with the Coliseum.  
6 And again, because of the neighboring  
7 properties, we are in a position where we can  
8 start the Coliseum construction and use those  
9 existing properties for parking and other  
10 staging areas so we will not lose a day of  
11 hockey on Long Island.

12 In conclusion, I believe our plan  
13 provides opportunity for Nassau County to  
14 become the model for a new ideal modern  
15 suburbia. It creates the setup for a county  
16 where families can live, work, and come for  
17 entertainment. It contains a professional  
18 sports team in a state-of-the-art facility. It  
19 provides an array of additional housing to  
20 address the county shortage. It provides an  
21 opportunity to attract large employers to a new  
22 office complex and provides for a new industry  
23 and technology sports center. It provides  
24 facilities to attract conventions and  
25 additional events. It will generate

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2 significant property and sales tax revenue, and  
3 our project will serve a substantial economic  
4 engine that will drive the future of Nassau  
5 County and attract our children back to Long  
6 Island. And finally, it is the type of project  
7 that will properly honor Nassau County's  
8 Veterans. With that, let me bring Charles back  
9 up for a moment.

10 MR. WANG: Thank you, Scott, and I  
11 want to thank all of you again for the  
12 opportunity to present our ideas in person  
13 tonight.

14 As you can see, we are very excited  
15 and passionate about this project. We believe  
16 it will have tremendous impact on preserving  
17 and enhancing the suburban quality of life that  
18 means so much to all of us. We believe we have  
19 a very intelligent, well-thought-out plan that  
20 addresses all the key issues. It is pragmatic,  
21 it is realistic, and it is feasible. At the  
22 same time, it is visionary, bold and exciting.  
23 You know, we wanted something that would make a  
24 little kid's jaw drop when he or she attended  
25 that first hockey game, circus or concert,

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2 something that will show on NBC when we talked  
3 about Long Island, something that will make all  
4 long Islanders, young and old, smile and be  
5 proud.

6 You know, of all the advice my  
7 parents gave me when I was growing up, one of  
8 the best things they said was to leave the  
9 world a little bit better than you found it.  
10 That's exactly how I feel about this project.  
11 I love this community and I love Long Island.  
12 I very much want to leave this Island a little  
13 better off than how I found it, and I believe  
14 that this project would do just that. Thank  
15 you very much. (Applause)

16 MS. WILLIAMS: Thank you very much  
17 for that excellent presentation. As you  
18 probably have seen from the past two proposals,  
19 I am asking the questions. I have been  
20 nominated as the point person. I am sort of  
21 collecting questions from our consultant  
22 evaluation team and my staff members, trying to  
23 make sure they handle questions from one  
24 person. I may ask Bill and Patty if they have  
25 anything when I am done. Our goal tonight is

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2 to make sure we understand your presentation  
3 and that we walk away with a clear picture of  
4 your proposal.

5 One thing that I think would be very  
6 beneficial, I would like to ask if you have  
7 copies of your PowerPoint, because I know I am  
8 going to get questions and requests for it, so  
9 it will be ideal for us to be able to have a  
10 copy.

11 MR. RECHLER: We have them here, and  
12 also we have answers to questions.

13 MS. WILLIAMS: I did get that, and I  
14 thank you very much. We will be moving forward  
15 with all of the development team's questions,  
16 and we will be posting answers on the web site.  
17 Again I want to emphasize that the web site is  
18 the location, and we are going to try to  
19 enhance that location as well, to let everybody  
20 who is participating in this project as well as  
21 the public, our legislators, the Comptroller's  
22 Office, have access to the information.

23 Let me turn to some of the specifics  
24 in your proposal. Clearly there are some  
25 exciting opportunities when you look beyond the

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2 77 acres to the surrounding interests that  
3 Reckson has in the adjoining land. I want to  
4 make sure I understand the policy and  
5 renovation proposal and how that includes  
6 parking, because you raised the issue of your  
7 ability to actually offload some of the parking  
8 requirements. So I want to have some  
9 understanding of what parking would you propose  
10 building on the actual Coliseum site, how would  
11 you handle transportation for individuals who  
12 use the off-site parking to actually get to the  
13 Coliseum site on the night of an event, for  
14 example?

15 MR. RECHLER: I think that there are  
16 two components to parking. We are talking  
17 13,000 parking spaces dedicated to the  
18 Lighthouse site. On top of that, we also have  
19 6,200 spaces that comprise spaces that we have  
20 at Reckson Plaza and the Omni. And so the  
21 13,000 for almost every role is plenty of  
22 spaces to accommodate our vision for what  
23 happens at the Lighthouse.

24 MS. WILLIAMS: Is there a way to go  
25 back to your site plan and you could just point

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2 out to us where is the on-site parking?

3 MR. RECHLER: I want to hold off on  
4 doing that. I think the key here and the big  
5 theme that you are going to hear from us is  
6 that the way to get this done and get it done  
7 properly is to maintain flexibility. We are  
8 not going to come here, and we have a lot of  
9 schematics, but to come and say this is exactly  
10 how we think it is going to be done, I think  
11 actually demeans the authority of the Town of  
12 Hempstead in our ability to sit down with the  
13 local community of the Town of Hempstead and  
14 develop a plan that takes into account all  
15 their issues, their concerns and their  
16 thoughts.

17 So what we have laid out, and we have  
18 laid out a number of different alternatives are  
19 a series of ways that we can provide  
20 flexibility to accommodate what is important to  
21 the Town of Hempstead to get the best project  
22 approved as quickly as possible. So if I  
23 showed you something, I could show you probably  
24 two or three different examples we have laid  
25 out. We have one example where we put the

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2 parking on an eight-acre site next to where  
3 Reckson Plaza is today, and because we have  
4 sunk Hempstead Turnpike, people can just walk  
5 across to the Coliseum site. We have other  
6 examples where we have put the parking actually  
7 on the Coliseum site closer to the Coliseum,  
8 some below grade, some slightly above grade,  
9 and done in a similar manner that you saw in  
10 the other proposals where you have the green  
11 grass on top of the parking deck. So we are  
12 maintaining that flexibility. I think the key  
13 take-away is that the 13,000 spaces is terrific  
14 to support the site. The 6,200 spaces means  
15 where we have a material national event, a  
16 regional event come to Long Island, we can  
17 support that and that is limited during the  
18 time, we will have an easement across, easement  
19 back, between the Lighthouse development,  
20 Coliseum and Reckson, to ensure those parking  
21 spaces are available.

22 MS. WILLIAMS: When people access  
23 those parking spaces, for example jitney  
24 service -- I am trying to understand  
25 conceptually -- how would they do that?



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2 MR. RECHLER: Obviously, there would  
3 be a shuttle, you can have that shuttle, but  
4 if you have it, the key feature is pedestrian,  
5 so not including the Reckson parking, which at  
6 that point is again a special event, in that  
7 case you would probably have shuttle service.  
8 But, generally speaking, your goal is to place  
9 parking close to the use that you are going to  
10 try to attend to. But once they are there, you  
11 hope that they are able to walk in many  
12 different uses without having to get back into  
13 a car and drive some place.

14 MS. WILLIAMS: So, for the proposed  
15 parking concept -- as you just suggested, you  
16 want to have enough parking that covers the  
17 event at the Coliseum --

18 MR. RECHLER: As well as all the  
19 other on-site uses.

20 MS. WILLIAMS: Out of the \$320  
21 million, how much was identified for  
22 constructing parking?

23 MR. RECHLER: It is roughly \$150  
24 million towards the Coliseum, and the balance  
25 is different parking, additional parking.

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2 MS. WILLIAMS: You know, you  
3 mentioned a key phrase about going to the Town  
4 of Hempstead, and of course we know that is all  
5 part of the process. I think the preceding  
6 developers also have recognized the need for  
7 that key word "flexibility," because we, of  
8 course, have to understand what the Town would  
9 embrace and how all that fits with our vision  
10 of new suburbia as well. So flexibility is a  
11 key word.

12 I am going to draw attention to  
13 something that has been discussed a little bit  
14 over the past couple of weeks. Are you wedded  
15 to a 60-story tower?

16 MR. RECHLER: I thought that would be  
17 Question No. 1. It is Question No. 2.

18 MS. WILLIAMS: I didn't make it  
19 Question No. 1.

20 MR. CUNNINGHAM: I have to say, the  
21 parking question was a setup. (Laughter)

22 MR. WANG: Beautiful, well done, well  
23 done. It is a good question because I answer  
24 it the same way. We have to have an icon that  
25 says something special about Long Island. 60

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2 stories. There is nothing magic about 60  
3 stories. We took the inspiration from the  
4 great Lighthouse of Alexandria, which was 600  
5 feet. Today our tallest structure on Long  
6 Island is a smokestack, 384 feet, to be exact.  
7 We deserve more. So we say, here is an icon.  
8 If you have a better idea, we are all open. We  
9 will work with the Town, work with whatever it  
10 is. But we need something special and that is  
11 all it is.

12 Am I wedded to 60 stories? Maybe I  
13 would love to see 60 stories, maybe 80  
14 stories -- I am only kidding. (Laughter)

15 MR. WANG: But a 60-story icon is not  
16 an icon, but we have to have something very  
17 special, and that is what we are trying to do.  
18 So our proposal, here is something beautiful,  
19 something big.

20 MS. WILLIAMS: I think I heard in  
21 your answer that you are flexible and you are  
22 not wedded.

23 MR. WANG: But I will tell you one  
24 thing. Some of you know this because you have  
25 been through this with me. I have been talking

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2 to communities for over a year now, many  
3 communities, thousands of Long Islanders, and  
4 they are about fifty-fifty on the height of the  
5 tower, so we recognize it. One of the things  
6 is, can you imagine this beacon of light --  
7 remember the old pictures -- this beacon of  
8 light shining around? We took that out right  
9 away.

10 So we are flexible, and we want to  
11 work with the community to come up with  
12 something that is very special for Long Island.

13 MS. WILLIAMS: I will move to a  
14 different area now, which has to do with the  
15 Marriott. You mentioned in your presentation  
16 that you anticipate having ownership of the  
17 Marriott. How does that add, other than that  
18 it is an extremely ideal location, how does  
19 that add to the issues of the easement and  
20 other development rights that were associated  
21 with the Marriott?

22 MR. WANG: I think what Scott said  
23 and it is clear, that because we are in process  
24 of buying the Marriott, we should own it in  
25 days or weeks before the deal is closed, all of

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2 those issues, and they are not as clear, all of  
3 those issues will go away because we have  
4 control of it.

5 MR. RECHLER: There are  
6 cross-easements between the Marriott Hotel and  
7 the Coliseum, so there needs to be a  
8 negotiation between ownership of the Marriott  
9 and the Coliseum, unless it is one ownership.  
10 Our ownership of the Marriott resolves that.  
11 In addition, there are excess development  
12 rights to the Marriott which we have  
13 incorporated into our plan in terms of that 5«  
14 million square feet that I shared with you  
15 today.

16 MR. WANG: And it came about when we  
17 started to do the plans. We said there is  
18 going to be a problem here, so we had better  
19 start looking at possibly trying to get control  
20 of the Marriott, and that is how it started.

21 MS. WILLIAMS: I think you said --  
22 and I want to be absolutely clear -- you talked  
23 about, in addition to the Marriott, a five-star  
24 hotel. Where was that situated?

25 MR. RECHLER: If you look up over the

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2 grand canal, up to the end, the bottom, the  
3 base, of the building was the five-star hotel.

4 MS. WILLIAMS: So there is some  
5 distance from the Marriott. The Marriott would  
6 remain, I think you used the term, a business  
7 hotel.

8 MR. RECHLER: Correct.

9 MS. WILLIAMS: And do you have any  
10 contemplated improvements for the Marriott?

11 MR. RECHLER: We have a lot  
12 contemplated to improve the Marriott. Have you  
13 been there recently? (Laughter)

14 MR. WANG: Besides the Champion  
15 Sports Bar. (Laughter)

16 MS. WILLIAMS: I will say I was there  
17 and I did recognize the complicated easements  
18 that had to do with parking, especially all  
19 those fences.

20 MR. RECHLER: And the low-grade  
21 easements, tunnels that go back and forth,  
22 utilities that go back and forth. So there are  
23 a lot of related issues.

24 MS. WILLIAMS: In terms of the  
25 Coliseum, you are operating a team there, you

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2 know what other hockey facilities look like.  
3 Will a renovated Coliseum do it for an NHL  
4 team? Is it enough for us to have a renovated  
5 Coliseum?

6 MR. WANG: You know, we didn't want  
7 to use the word "renovated"; we really tried to  
8 avoid it, so we kept using the word  
9 "transformed," because "renovated" you think a  
10 bunch of handymen came and repainted it and put  
11 lipstick on bulldogs and said, "Wow!"  
12 (Laughter) It doesn't work that way. When we  
13 say "transformed," we are keeping the basic  
14 structure, sinking the ice by 6 feet, which  
15 will create a different angle, ringing that  
16 whole thing around and creating 70 or 80  
17 suites, which are really going to be smaller  
18 suites for the kind of businesses we have on  
19 Long Island.

20 The sight lines, for anybody of you  
21 who have been to the Coliseum and watched the  
22 games, and everybody seems to be saying the  
23 same thing, I have Mike Milbury, the general  
24 manager, here -- and he has been to more arenas  
25 than I have -- says the sight line for the

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2 Coliseum is fantastic, so we don't want to lose  
3 that. We want to keep that, just that kind of  
4 a tightness of it. At the same time, all the  
5 amenities -- new seats, new sound system. For  
6 example, we have Wi-Fi enabled, all the suites  
7 today, I don't know if you noticed, if you want  
8 to come to a game you can e-mail. Why would  
9 you do that? (Laughter) But that's the kind  
10 of thing we are talking about. So when you say  
11 "renovated," I don't want you to keep that word  
12 "renovated," because there is a subtle  
13 difference.

14 MR. RECHLER: And it will be an  
15 expansion to the athletic complex that is  
16 connected to it, a new facility -- the four  
17 sheets of ice, basketball courts, and all the  
18 activities that you saw in the video is  
19 actually based on an expansion of the Coliseum,  
20 so there is going to be a big integration of  
21 that latter complex and the Coliseum itself.

22 MS. WILLIAMS: What does the operator  
23 of the Islanders, you have the best experience  
24 for what is their training scheme, what is  
25 their game schedule? Is it doable, the



1 Wang - Reckson

2 transformation that you want to make as well as  
3 keeping the Islanders playing?

4 MR. WANG: We have worked with the  
5 NHL. They will let us stay on the road, start  
6 our season on the road longer, so it gives us  
7 an expanded time. Fortunately, we are going to  
8 be in the Stanley Cup playoffs (laughter) so  
9 says Mike Milbury, so the season will go all  
10 the way to June. If we should be so  
11 unfortunate as not to be in the playoffs --

12 MR. CUNNINGHAM: There is a  
13 stenographer here, Charles, so it is all on the  
14 record, Stanley Cup. (Laughter)

15 MR. WANG: Seriously, though, what we  
16 want to do is obviously take that off season  
17 and do it in phases. The first phase is to  
18 sink the ice and create the suites. Then to  
19 create that second-level concourse, split the  
20 concourse. At the same time, start with the  
21 athletic facility. So we can do it in the off  
22 season. It will take about three seasons.

23 MS. WILLIAMS: One thing you  
24 mentioned in addition to the additional ice  
25 rinks and the open facility for the public was

1 Wang - Reckson

2 a sports technology center, which, if I  
3 understood correctly, was a separate building?

4 MR. RECHLER: It is connected to the  
5 multicenter office building. It is an office  
6 building that focuses on sports technology.

7 MS. WILLIAMS: Can you elaborate a  
8 little bit? Who would be the tenants? Who  
9 would sponsor those types of technology jobs?  
10 That is part of the issue for new suburbia.  
11 Where do we get new jobs, how do we generate an  
12 economic impact that is good for Nassau County,  
13 good for our taxpayers? Do you have any  
14 specific companies in mind or types of  
15 technology?

16 MR. WANG: My whole background is  
17 technology. When I got into sports, I said  
18 what is that intersection between sports and  
19 technology? And there is a tremendous  
20 intersection there. For example, and Mike and  
21 I talk about this, for example, if we could put  
22 an EKG on a chip and make a Wi-Fi of it. When  
23 you get your EKG today, they tether you to an  
24 EKG machine and you get all the measurements,  
25 and so forth. But imagine if it was wireless.

1 Wang - Reckson

2 We will know earlier when that athlete is tired  
3 before he even knows it, because we have all  
4 the patterns, that is the kinds of technology.  
5 We want to do things like you saw a picture of  
6 them holding a season ticket. We want to make  
7 our season ticket a PDA, so this way, when you  
8 go to the arena, you beep yourself right into  
9 the parking, you beep yourself into the arena,  
10 and then, if there is a play or something, you  
11 want to say, "No, no, that says 9th; no, no,  
12 8th; no, no, 9th," you can look it up there,  
13 you can order food, you can buy merchandise.  
14 It makes that experience of sports much more  
15 exciting. Now, that is all technology driven,  
16 and what we want to do is to become an  
17 incubator for all of these different  
18 technologies, use the Coliseum, the athletic  
19 facility, the athletic teams, as really  
20 laboratories. This way, once it is successful  
21 there, where we test it, we can globalize those  
22 businesses. And this becomes then, we believe,  
23 truly a Silicon Valley of sports technology.  
24 This is why we work with Adelphi, we are  
25 working with Hofstra, we are working with

1 Wang - Reckson

2 Nassau Community College, where they will have  
3 sports technology curricula and we will get  
4 interns from them, and the kids will have  
5 career opportunities that will keep them on  
6 Long Island.

7 MR. RECHLER: And these will be Class  
8 A multitenant office buildings. What will  
9 differentiate them is the proximity and  
10 integration into the Coliseum and the sports  
11 complex, as well as the programs that we will  
12 be establishing in our attempt to go out and  
13 incubate and bring in new companies to Long  
14 Island. But, as I mentioned in my  
15 presentation, we are going to balance that with  
16 also providing some space to other industries  
17 and professional service firms that are in the  
18 Mitchel Field area that want also to be there.

19 MS. WILLIAMS: I wanted to talk for a  
20 moment about the exhibition space as well,  
21 because that was another component. Now, that  
22 is part of the convention center, and I just  
23 want to visualize where was that in terms of  
24 the actual Coliseum building?

25 MR. RECHLER: The exhibition is

1 Wang - Reckson

2 tied -- actually, do you remember how I  
3 described I am going to be flexible -- as our  
4 plans currently stand, it is tied to the  
5 Coliseum, the sports center, that is the area  
6 all through there, and then it even links into  
7 the hotel, and then it is surrounded by that  
8 great lawn that is in the middle of all that,  
9 so you can actually have a flow of people in  
10 and out of that and taking advantage of the  
11 retail, the restaurants, the hotels, etc., so  
12 it combines with all of those different  
13 projects.

14 MR. WANG: But it starts with  
15 changing the 80,000 square feet exhibition hall  
16 that sits today between the Marriott and the  
17 Coliseum, and we want to open that up, bring  
18 more light into that, for example.

19 MS. WILLIAMS: Actually, that is what  
20 I am trying to understand.

21 Would that remain the exhibition  
22 space for the convention center?

23 MR. RECHLER: The footprint, yes.

24 MS. WILLIAMS: Where, in terms of  
25 just looking at the market that is out there,

1 Wang - Reckson

2 do you feel we have the ability on Long Island  
3 to build a convention center, get the exhibits,  
4 use the space, have conferences located here?

5 MR. RECHLER: I absolutely think so.  
6 Every one of the corporate relationships that  
7 we talked to are going to the city to use the  
8 Javits Center or going to other locations to  
9 provide for conferences they may want to have,  
10 and we don't have the location to do it. Not  
11 only don't have the location of the convention  
12 center, but people don't want to go to a  
13 convention center that is an isolated  
14 convention center. They want to go where there  
15 is a hotel you can stay at, where there are  
16 restaurants, where there are things to do,  
17 entertainment that exists so people are not  
18 just stuck in one place all day long, and it is  
19 a place where they can have parties and  
20 additional events beyond just what happens at  
21 the convention center. So I think this will be  
22 very, very much in demand.

23 MS. WILLIAMS: So literally you build  
24 on what was there and then expand it to a  
25 larger space, not the same square footage that

1 Wang - Reckson

2 we have currently?

3 MR. RECHLER: Correct.

4 MS. WILLIAMS: That is, I guess,  
5 where the need is for additional space.

6 MR. RECHLER: Correct.

7 MR. WANG: But also, if you will  
8 remember, when we said the four sheets of ice,  
9 two of them will have seating, one 2,500 seats  
10 and the other one 1,500, which could be  
11 converted for things like, for example,  
12 graduation and things like that. So we are  
13 trying to keep that flexibility, knowing that  
14 you don't play hockey all the time; there may  
15 be other uses for it too.

16 MS. WILLIAMS: I want to talk for a  
17 moment about transportation, because one of the  
18 issues, whenever you have development issues,  
19 is the generating of traffic. You want to be  
20 sure that you are accommodating what the needs  
21 are in terms of that growth with regard to a  
22 transportation system. We have referenced, and  
23 I think you are probably aware, we spent a lot  
24 of time, we have undertaken studies federally  
25 funded, with Nassau County dollars, state

1 Wang - Reckson

2 dollars, to examine what our transportational  
3 target is. While we have heard a lot of talk  
4 about rail, light rail, we haven't actually  
5 selected a mode of transportation. But you  
6 mentioned something even further than just a  
7 transportation system. You talked about  
8 depressing one of the highways. Would you talk  
9 about that a little bit more and discuss how  
10 would that work with, first of all, funding?  
11 How do we get the funding for that, what type  
12 of construction effort is that, and how does  
13 that link up, then, to a transportation mode, a  
14 public transportation mode?

15 MR. RECHLER: Again just starting on  
16 the transition, we actually have worked with  
17 the STB and would like to see the report. We  
18 have a lot of faith in them as well. Our view,  
19 on the overall, is that the light rail will  
20 bring people to our site. Once they get to the  
21 site, the hope is that it is a destination  
22 within the pedestrian's activities so they  
23 don't need to get back into a car to walk over  
24 to Museum Row, Mitchel Park, Reckson Plaza,  
25 the Omni properties. One way to achieve that



1 Wang - Reckson

2 is to actually drop the Charles Lindbergh  
3 Boulevard and the Hempstead Turnpike and cover  
4 that with grass, incorporate that into our  
5 property so cars drive underneath that.

6 From the funding perspective,  
7 obviously we will turn to the state and Federal  
8 governments to try to get their funding, and I  
9 think that is something that we would work very  
10 hard with you and the Town of Hempstead  
11 achieving. I think we have some historic  
12 successes at doing different things like that.

13 If that is not successful, that does  
14 not have a dramatic impact on our project.  
15 There are other alternatives to link these  
16 projects and create the same level of  
17 integration of the properties.

18 MS. WILLIAMS: Clearly, whenever you  
19 get into the issue of highways and moving them,  
20 lots of dollars can be attached to that. Have  
21 you looked at any of those numbers at all in  
22 terms of rough estimates?

23 MR. RECHLER: Obviously, we have  
24 looked at the light rail estimates, but as to  
25 the significant highway numbers, no, we have

1 Wang - Reckson

2 not looked at those at this point.

3 MS. WILLIAMS: And again, as I  
4 mentioned, and you probably heard in the other  
5 presentations, we are looking for a partnership  
6 in terms of how we move forward with the public  
7 transportation. Would your proposal include  
8 working with us. Obviously, we are looking for  
9 funding commitment on stations and amenities  
10 that support a transportation system.

11 MR. RECHLER: We believe that having  
12 public transportation is the key to not only  
13 the Lighthouse project but all of Mitchel  
14 Field, and with our 2« million square feet, if  
15 we can bring public transportation to Mitchel  
16 Field, it is a big win for the community and  
17 all the properties in that marketplace, so I  
18 think we would be very incented to try to  
19 determine how we can be helpful in terms of  
20 trying to make that public transportation a  
21 reality, whether that is on-site improvements  
22 or other types of ways in which we can be  
23 helpful. I think there is probably little more  
24 incentive than the two of us standing here  
25 today.

1 Wang - Reckson

2 MS. WILLIAMS: I have just about  
3 wrapped up in terms of looking at my notes. I  
4 am going to turn it over to Bill Cunningham. I  
5 do want to emphasize, and I thank you, I know  
6 you had said you had your PowerPoint, I would  
7 like to ensure that your flexible alternatives  
8 are included in your PowerPoint as well. We  
9 had a discussion where you said you are not  
10 wedded to certain things, you are flexible  
11 about them, and it is important that your  
12 PowerPoint reflect what that flexibility is.

13 You talked about next steps in your  
14 presentation. We recognize you have certainly  
15 spent a lot of time in terms of negotiating the  
16 proposed lease for the site. We have now moved  
17 to the RFP process. We appreciate the fact  
18 that you are joining our RFP process by today's  
19 presentation, and we also note you have  
20 participated in the questions and answers. We  
21 will be moving forward with a kind of a best  
22 and final offer, a term sheet, and we will, of  
23 course, be inviting you to participate in that  
24 as well.

25 So, with that, I turn to Bill

1 Wang - Reckson

2 Cunningham.

3 MR. CUNNINGHAM: I actually just have  
4 a couple of observations to give Helena a  
5 chance to catch her breath. When you talk  
6 about flexibility, I am reminded of a famous  
7 line, a self-definition by the late Senator  
8 Everett McKinley Dirksen from Illinois, who  
9 defined himself as a man of principle, and he  
10 said his first principle was flexibility. So  
11 we appreciate that.

12 The other line that I was thinking  
13 about in your presentation in terms of  
14 leveraging the Islanders, the Coliseum, and the  
15 Reckson Properties comes from Mel Brooks, and  
16 that is, "It's good to be king." (Laughter)

17 We have had proposals, presentations,  
18 and other great folks from the real estate  
19 community on Long Island have talked about  
20 their interest in negotiating with the  
21 Islanders about some type of joint venture.  
22 And, Scott, you and Charles already had that  
23 negotiation. My question for you, Scott, is,  
24 this project, which is very, very significant  
25 and impressive, does it work without the

1 Wang - Reckson

2 Islanders?

3 MR. RECHLER: This is my view, that  
4 this entire project is centered around having  
5 the Islanders and an upgraded sports facility  
6 as a center of this mixed-use development.

7 It is going to attract people now, it  
8 is going to become the haven for events, and it  
9 is something that is critical in my mind for  
10 Nassau County and Long Island, to keep the  
11 Islanders and to keep Nassau Coliseum. As  
12 Charles said, when you listen to the statistics  
13 of the number of events that the neighboring  
14 arenas have versus what we have, it shows you  
15 how much potential there is in an upgraded  
16 arena and that that potential, when you  
17 quantify that from an economic perspective and  
18 the multiplier effect it has on all the  
19 businesses and the sales tax and the inner  
20 community and the school taxes and everything  
21 else around it, it is a big number and it makes  
22 it a very vibrant suburban center. And so not  
23 to have that, I think you run the risk of this  
24 project not having the long-term sustainability  
25 and attraction of the type of retail-hotels-

1 Wang - Reckson

2 housing space that we would plan for that.

3 That is one of the reasons I am standing here

4 with Charles tonight.

5 MS. WILLIAMS: Well, I would like to

6 thank you very much. That was an excellent

7 presentation. Again, we appreciate all your

8 efforts. At this time I am going to take a

9 short break and get ready for our final

10 presentation. (Applause)

11 (Recess)

12 - - -

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1                   COUNTY EXECUTIVE SUOZZI: We are  
2                   right on schedule. The last presentation was  
3                   scheduled for 7:45, it is actually 7:40, so we  
4                   are ahead of schedule.

5                   I want to thank all of you who have  
6                   been so patient through all the presentations.  
7                   It has been a very exciting process thus far.  
8                   Again I want to point  
9                   out the priorities of the County in this  
10                  process:

11                  A new, renovated Coliseum  
12                  state-of-the-art. It is to cost a minimum  
13                  investment of \$150 million in the Coliseum  
14                  itself, plus the parking to support the  
15                  facility.

16                  Try to save the Islanders and extend  
17                  the lease, or a comparable sports facility here  
18                  in the County.

19                  Redevelopment consistent with the  
20                  master plan as has been laid out, available on  
21                  the Nassau County Web site, and its vision for  
22                  the Nassau County Hub.

23                  The mass transit project we have been  
24                  talking about for a year and a half or two  
25                  years. I want to make it clear that we have

1 many studies and drafts available on that,  
2 available on the Web also, where you can  
3 contact the Planning Commission.

4 Next-generation housing.  
5 Availability of 15 percent of all housing for  
6 families who make under \$90,000, at least 15  
7 percent of the housing available to them or  
8 more.

9 We want to make sure our numbers are  
10 credible as to tax base, sales tax, and  
11 expanding our property tax base here in the  
12 County.

13 We will be finishing up these  
14 presentations in about an hour, I think, at the  
15 most; if it goes longer, that's fine.

16 Anybody who has any questions, submit  
17 them in writing. They have until November 18  
18 to submit their questions. They can do it  
19 again tonight in writing or they can mail it to  
20 the Purchasing Director of the County, Frank  
21 Ryan, or e-mail it to him, until November 18.  
22 Sometime around Thanksgiving week we will start  
23 our requesting process for best and final  
24 offers of our developers, which will be due  
25 sometime around December 21.



1           Again, our objective here is to make  
2       this the most open, transparent process we have  
3       ever had in Nassau County involving any line  
4       transactions. If anyone has any concerns,  
5       whether members of the public, developers,  
6       legislators, elected officials, please submit  
7       them to us now, or between now and the 18th, or  
8       sometime during the process, so we can address  
9       those concerns as part of the process and not  
10      after the process has been completed.

11           I want to again thank the elected  
12      officials who are here, our Comptroller, Howard  
13      Weitzman, who is going to be monitoring the  
14      process throughout, along with the members of  
15      the staff; Presiding Officer Judy Jacobs, who  
16      will put it before the Legislature after my  
17      office has selected a developer; Ed Mangano who  
18      is here as well. Any other elected officials  
19      here that I should recognize?

20           With that, I want to introduce  
21      Mr. Polimeni, who is going to make the  
22      presentation on behalf of the Polimeni Group.  
23      Thank you.

24                               - - -  
25

1 Polimeni - Cordish

2 MR. POLIMENI: Hello, Tom. It must  
3 have been something you said that made the room  
4 clear out, and I haven't talked yet!  
5 (Laughter)

6 I am here with my partner, David  
7 Cordish, who is sitting right here, who will be  
8 talking to you about the Coliseum. My people  
9 have put a lot of effort into this  
10 presentation. Mr. Zalkin, who is sitting  
11 there, Paul Mullins, our architectural team  
12 here.

13 Our project is different than what  
14 you heard before. It is substantially scaled  
15 down. It is more about Long Island and what we  
16 are all about. It is not about high tech, it  
17 is not about beautiful buildings and incredible  
18 things you have just seen -- with the exception  
19 of Jan Burman, of course. We are talking about  
20 doing something that is realistic and, frankly,  
21 is very much needed, and that is creating a new  
22 downtown which we are calling the Forum at  
23 Uniondale.

24 The new downtown will incorporate all  
25 the County workforce, along with the Police

1 Polimeni - Cordish

2 Academy and Social Welfare. Our whole concept  
3 is based on bringing these antiquated buildings  
4 into the new state-of-the-art facility which is  
5 on -- unfortunately we don't have the Power  
6 Point here -- but this will be the centerpiece  
7 of the project, along with the Coliseum. The  
8 Coliseum is very important to the project also,  
9 but we are going to give the County an option  
10 here to either take the Coliseum and not  
11 include it in our presentation, or we will in  
12 fact build it and my partner, David Cordish,  
13 will get into that. So I am just going to  
14 cover, basically, the part I am involved with  
15 and put a lot of effort into, David Cordish  
16 will come after me and go into the Coliseum  
17 aspect.

18 We are going to build a 16-story  
19 County Seat building which will be connected by  
20 two other buildings. This building will be  
21 600,000 square feet. The two buildings that  
22 are next to it would be 14 stories, they would  
23 contain 300,000 square feet each. This square  
24 footage is what is needed to house the entire  
25 government of Nassau County. This

1 Polimeni - Cordish

2 600,000-square-foot building which we will  
3 construct, state-of-the-art high tech in terms  
4 of generation of electrical power, in fact  
5 Richard Kessel with LIPA will work with me on  
6 that to make it the most state-of-the-art  
7 energy-efficient building on the Island. This  
8 will be a benchmark for future development.  
9 This building will be given to Long Island in  
10 exchange for 77 acres of land, free and clear.  
11 The property will be owned by Nassau County and  
12 the Nassau County people. they will have  
13 brand-new buildings that they can function  
14 from, and it will cost them absolutely nothing  
15 to have that. Well, 77 acres of land.

16 The other buildings will be occupied  
17 by the County. They will be charged a fee  
18 which is a \$30 per square foot fee, which is a  
19 typical office building fee, including paying  
20 taxes. The County, of course, can elect not to  
21 pay taxes on that property and thereby save  
22 approximately \$6 a square foot. But assuming  
23 that they would want to pay taxes on the two  
24 buildings that are not being given to the  
25 County, and we have estimated various income

1 Polimeni - Cordish

2 generation from this project.

3 More important than that is the  
4 County will then have the ability to sell all  
5 these buildings. Approximately a million  
6 square feet of buildings will be sold, I am not  
7 sure exactly the amount, but, give or take, it  
8 might be a little less, a little more. We are  
9 anticipating to generate approximately \$150  
10 million from that sale. So the value of the  
11 building that they are going to get, "they"  
12 being Nassau County residents, along with the  
13 value of selling the other properties that they  
14 now have, is estimated to be approximately \$300  
15 million. That, in a nutshell, is the concept  
16 we are developing here as it relates to  
17 building a new county seat.

18 In addition to that, surrounding the  
19 county seat would be two other, additional  
20 office buildings that would house typical  
21 tenants that would want to, frankly, work with  
22 the County -- attorneys, accountants, and so  
23 forth, a state-of-the-art retail component,  
24 both in the front and the back, and three large  
25 buildings for housing which would be on the

1 Polimeni - Cordish

2 side, two of which would be condominiums and  
3 one of which would be a resident; in accordance  
4 with the RFP, 15 percent of the housing would  
5 be for \$90,000-or-under income families.

6 Let me walk you through it, Let me  
7 concentrate on the plan itself for a second.

8 Here is the Coliseum. We will be  
9 extending the Coliseum by approximately 130,000  
10 square feet of space which David will get into.  
11 This is structured parking which would be  
12 constructed. Additional structured parking  
13 would be constructed here on this site which  
14 would, in essence, be used to provide parking  
15 for the new county seat, the commercial  
16 buildings and the residential buildings.  
17 Underground parking would be provided for the  
18 residential buildings on one-and-a-half cars.  
19 Underground parking would be provided for the  
20 entire structure here which would be given to  
21 executives to use on a reserve basis.

22 The parking here would have a dual  
23 purpose: Purpose No. 1 would be for daytime  
24 workers, and No. 2 would be also to augment the  
25 parking for the Coliseum when this is not being

1 Polimeni - Cordish

2 used.

3 The condominium aspects of this would  
4 be a 16-story building, 660 units anticipated,  
5 one-bedroom, two-bedroom, your typical average.  
6 The majority would be two-bedrooms,  
7 one-bedroom, and a couple of studios.

8 In a nutshell, that is what we are  
9 doing here. Unlike what you have seen before,  
10 it is very low key, very doable, and I think  
11 Hempstead would have no difficulty in approving  
12 it. The traffic would be substantially  
13 reduced.

14 We are not talking about building a  
15 complete, huge metropolis. In keeping with  
16 Long Island, we are keeping it simple but nice.  
17 The quality properties are what you see now,  
18 this type of design, which is a timeless  
19 design, nothing that is going to be incredibly  
20 unique and very avant-garde, if I can use that  
21 term. It is simple, it is basic, and it would  
22 turn the county seat into something that you  
23 haven't seen since it was established.

24 The value, in addition to what I  
25 mentioned before, would be, as you all know

1 Polimeni - Cordish

2 now, I saw that Carl was here, Carl Schroeter  
3 still here, maintains these buildings. The  
4 cost of maintaining these buildings is  
5 phenomenal, something like \$6 or \$7 a square  
6 foot; the cost of heating and air-conditioning  
7 also phenomenal. The saving alone would be  
8 tremendous on having a state-of-the-art  
9 building that, frankly, would make it almost  
10 half the cost of what it is now, which you are  
11 spending.

12 In addition, you could reduce the  
13 workforce probably 5 percent because you would  
14 have one location, you would have one reception  
15 area, you would have the ability to travel from  
16 one office to another by an elevator, not by  
17 car, and parking would be more than adequate.  
18 Productivity would be increased. No lost time  
19 going from one building to another.  
20 State-of-the-art communication system. And  
21 state-of-the-art heating and air conditioning  
22 system. All these items would make the County  
23 function much better than it does now, save  
24 millions of dollars in cost and generate \$300  
25 million as a one-time shot in the arm for the



1 Polimeni - Cordish

2 County.

3 Let me bring David Cordish right now  
4 to walk you through the Coliseum aspect of it,  
5 and then we can take some questions.

6 MR. CORDISH: Good evening. I am  
7 going to talk a little bit more about the  
8 Coliseum and what we are going to do around it  
9 in a conceptual way, because I think what Vince  
10 and I are trying to say tonight, you have had  
11 two spectacular presentations and they are of a  
12 different nature than you have out here today,  
13 and you will have to decide, you elected  
14 officials, the panelists, the legislators,  
15 whether you want to go in that direction. We  
16 have another direction in mind where this  
17 becomes not only the county seat from a  
18 government standpoint but becomes a meeting  
19 place, it becomes a lifestyle place, where it  
20 is in scale and where you come to meet, to walk  
21 around, to be entertained, and it is an amenity  
22 to the rest of the County.

23 The best way for me to explain what  
24 we have in mind here: We will take care of the  
25 Coliseum, we will spend \$150 million to take

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2 care of the Coliseum. And it will be either  
3 with the Islanders, I would hope, and if not,  
4 with some other team, and we will build new  
5 suites and we will do what has to be done to  
6 make it a modern facility.

7 It is really incorporating the  
8 Coliseum into a lifestyle entertainment retail  
9 venue that I think is crucial to making this an  
10 amenity for the entire county.

11 I need to step back for one minute as  
12 to what the Cordish Company does and what we  
13 have done throughout the United States. There  
14 is one difference between us and all of the  
15 other presentations that have been made  
16 tonight: We have done this time after time  
17 after time after time. This is not a question  
18 of, can it be done, is it realistic, will the  
19 Town of Hempstead approve it from a zoning  
20 standpoint. This is on a scale that will be  
21 approved, and we will walk you across the  
22 country where we have done it with the major  
23 athletic facilities in the United States.

24 When the St. Louis Cardinals wanted  
25 to build a new stadium and to create a

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2 lifestyle venue around it, they called the  
3 Cordish Company. When the San Francisco Giants  
4 wanted to do the same thing, they partnered  
5 with the Cordish Company. When the Pittsburgh  
6 Steelers wanted to take a developer to create a  
7 365-day, not 24 hours, but environment that is  
8 viable more than the few days that there is an  
9 athletic event, they called the Cordish  
10 Company, because this is what we do.

11 In Toronto -- I will just give you,  
12 because I only have a few minutes, but I will  
13 try to hit some highlights. In the far corner  
14 is the Woodbine facility in Toronto. Toronto  
15 is a city of 7,000,000 people. That is the  
16 largest racetrack in North America. It has  
17 four distinct venues and tracks within this one  
18 oval. It does grass, it does dirt, it does  
19 trotters, and it has a huge casino. They have  
20 extra land around it. It is one mile from the  
21 airport. It is the heart of Toronto. We are  
22 building a lifestyle entertainment venue with  
23 them.

24 When you skip to the third, the next  
25 brochure is downtown Charleston, South

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2 Carolina. I know your distinguished County  
3 Executive -- by the way, I would like to  
4 compliment the way this thing is being run. We  
5 have been involved in many of these across the  
6 country. It is an open, fair process. Tonight  
7 we were told to be here at 7:45. At 7:45 it  
8 started. I think that is symbolic of how our  
9 process has been run. Joe Riley, the Mayor of  
10 Charleston, South Carolina, been elected eight  
11 times, many people consider him the leading  
12 mayor in the United States. We transformed the  
13 city by building a retail entertainment venue  
14 downtown, where there was always a vacant  
15 five-star hotel. That was in 1983. And you  
16 wouldn't recognize the city now.

17 That is downtown Pittsburgh, with the  
18 Pirates on one side, the Steelers on the other.  
19 Everything you see in between we are  
20 developing.

21 Behind me, this is Florida where we  
22 have two massive casino hotels and  
23 entertainment life style projects which have  
24 energized the entire area.

25 I will skip around a little bit.

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2 This is downtown Houston, downtown Baltimore,  
3 the harbor. St. Louis, which I think is very  
4 applicable to here.

5 These are leading franchises. When  
6 you talk about the Cardinals, for 30 years the  
7 smallest attendance they ever had is the 3  
8 million, it gets up to close to 4 million some  
9 years. The DeWitt family, which has been in  
10 baseball a hundred years, could have picked  
11 anybody they wanted to energize this new  
12 stadium that we are doing with them. What we  
13 did is create one open wall so that everything  
14 will go either the way of condominiums or an  
15 office and lifestyle. You can actually look in  
16 and see home plate.

17 Now, we won't be able to do that with  
18 this Coliseum because it is there already and  
19 what you are going to have to do is work with  
20 what you have.

21 But the same thing in San Francisco,  
22 the last one down. The Giants have had this  
23 new stadium for five years. Every single game  
24 has been a sellout, every single game for five  
25 years has been a sellout. It is a beautifully

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2 run franchise. They didn't have to go to  
3 Baltimore, Maryland, to pick us, they could  
4 have had anybody they wanted. Our specialty is  
5 not only making a lifestyle entertainment  
6 meeting place for a community, it is also  
7 public-private partnerships. This is a  
8 public-private enterprise. It would become the  
9 county seat, as Vince has explained, it will  
10 become an amenity for the county, you are going  
11 to have to work with the county. That's what  
12 we do.

13 I know we want to have some  
14 questions, and I think I have given you the  
15 broad brush, I know I have seen some of the  
16 written questions.

17 Just in conclusion, the Urban Land  
18 Institute in Washington is the prestige  
19 organization in the United States for the  
20 profession that we are in. There are many  
21 other organizations that we belong to, the  
22 ICSC, and so forth, but the prestige one is the  
23 Urban Land Institute. They give a couple of  
24 awards every year, it's called the ULI Award  
25 for Excellence, in which a developer has

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2 transformed the community. It has been in  
3 keeping architecturally, in keeping with what  
4 the community needs, and then its delivery. We  
5 have won it six times. There is no other  
6 developer in the United States that has won it  
7 five times or four times or even three times.  
8 In most states there is no developer that won  
9 it at all. We won it in six separate  
10 communities where we transformed things. You  
11 will have to pick based on track record, and  
12 you have very distinguished proposals tonight,  
13 but I would submit that none of the proposers  
14 has a deeper track record for success than we  
15 do, and this is what we do here.

16 At this point my 30 minutes is up,  
17 and we will be delighted to take questions.

18 MS. WILLIAMS: Thank you very much.

19 As has been the practice with the  
20 previous three presentations, I am the lead for  
21 asking questions, and I am getting lots of  
22 questions from my team of consultants.

23 MR. CORDISH: Have you got tired by  
24 now?

25 MS. WILLIAMS: I never get tired.

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2 Just remember that. Actually, I want to make  
3 sure our goal tonight is that we understand  
4 your proposal. One of the issues is I think  
5 Mr. Polimeni led off with, you would take one  
6 of two approaches, depending on what our  
7 preference was. One is, you don't deal with  
8 the Coliseum issues at all, and I think you  
9 would almost feel like there is a dotted yellow  
10 line and you kind of partition it off, and then  
11 that becomes our issue how the renovations are  
12 done, how the going-forward to modernize and  
13 make it a state-of-the-art Coliseum.

14 The key, though, that we have to go  
15 back to is the 77 acres only become developable  
16 when we solve the parking issue. How do we  
17 deal with the parking issue under the proposal  
18 where you are not dealing with Coliseum  
19 renovations?

20 MR. POLIMENI: We would let you have  
21 the parking structure, which we would not be  
22 using when there are Islander games going on,  
23 which is at weekends and at night. This  
24 parking which is designed for housing to exist  
25 would then be used for the Coliseum. You would



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2 have to structure this parking, though, if you  
3 would keep the piece, this would be your  
4 responsibility.

5 MS. WILLIAMS: Under Plan A, we  
6 handle the structured parking in fact  
7 ourselves --

8 MR. POLIMENI: Over here.

9 MS. WILLIAMS: Right there, right,  
10 and the Coliseum renovations.

11 MR. POLIMENI: Correct.

12 MS. WILLIAMS: Your parking that you  
13 would build would be available in terms of if  
14 we needed additional parking.

15 MR. POLIMENI: Correct. Actually, it  
16 would be ridiculous to duplicate what is there  
17 already, because the times you would use it we  
18 would not use it, which would be evenings and  
19 weekends. So to build the structures for the  
20 sake of a couple of hours would not make any  
21 sense. You would cut down the amount of  
22 parking you would need by almost 5,000 cars.

23 MS. WILLIAMS: We are looking for  
24 your investment, then, if under Plan A, where  
25 you have no responsibility for undertaking the

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2 structured parking or the Coliseum renovations,  
3 is there a dollar contribution that is made to  
4 the County for us to make that investment?

5 MR. POLIMENI: No, other than the  
6 structured parking.

7 MR. CORDISH: The only thing I would  
8 point out, though, is that there are 10 acres,  
9 might be 12, that would stay with the Coliseum,  
10 with the structured parking. In other words,  
11 we would not be getting as large a parcel. I  
12 would think that you could go to building very  
13 readily, on top of the structured parking,  
14 twelve across, extend to twelve across, which  
15 would be worth a great deal of money to me or  
16 anybody, so that that should more than pay for  
17 the structured parking.

18 In other words, what we were trying  
19 to do is, it is a very complicated thing for  
20 somebody who is not the Islanders to renovate  
21 the Coliseum. I am perfectly willing to do it,  
22 but you must do it in cooperation with them.  
23 They might cooperate with you, they might not.  
24 I am perfectly willing to build all the new  
25 suites, but you can't just build all the suites

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2 for \$60 million and then get 100 percent of the  
3 revenue and you get none. It is not possible.

4 So if there is a cooperative, that is  
5 our Plan B, then we can do it. We can put up  
6 the 150 and you cooperate. It is easier for  
7 the County to deal with this as two separate  
8 situations. We understand that a certain  
9 amount of the land has to go to the Coliseum  
10 developer, and I would think that is a very  
11 valuable land and easily can handle the  
12 structure that Vince just pointed out and a  
13 building on top of it which could pay for the  
14 structure.

15 MS. WILLIAMS: One of the wrinkles  
16 which you just identified, there is a tenant,  
17 it is the Islanders, and the issue is what are  
18 they willing to do with other developers when  
19 they have their own plan themselves.

20 You mentioned the issue of revenue.  
21 Obviously, if you are building suites, you are  
22 looking to enhance the revenue that comes out  
23 of that. There is a third player in fact that  
24 would have to be dealt with, the SMG, who has  
25 the lease for the Coliseum operation. That

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2 generates income to them which the Islanders  
3 don't participate in and the county does not  
4 get a fair share of either. What would you  
5 propose with regard to SMG if in fact we said  
6 to you we are not interested in Plan A, we are  
7 interested in Plan B, we want the Coliseum, and  
8 I will use that word "transformation," what  
9 would you say happens to SMG under that  
10 scenario?

11 MR. CORDISH: A very good question.  
12 It is essential that they be dealt with. Now,  
13 we know them, we are involved with coliseums  
14 throughout the country. We have a good  
15 relationship with them. We would hope that an  
16 amicable arrangement can be worked out. If  
17 not, we would ask the County to condemn their  
18 lease. If they will not voluntarily work out  
19 something with us that is fair, then we would  
20 ask you to condemn it. It should not be a  
21 great cost to the County, because it hasn't  
22 been generating revenue, which would multiply  
23 the condemnation at a great cost, and we would  
24 then book it ourselves. In running the  
25 Coliseum ourselves, we would have the ability

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2 to do open booking and also deal with Court  
3 Channel and AMJ, and anybody we wanted, in  
4 addition to our own talents. That's what we do  
5 elsewhere. It is similar to the point of the  
6 Islanders. We can't get up tonight and tell  
7 you what they are going to do to be reasonable.  
8 I am optimistic, but I might, in the final  
9 analysis, say that if you want us to run it,  
10 you might have to take them out of their lease.  
11 We could pay for that, but then we would have a  
12 clean slate, at least as far as the lease was  
13 concerned.

14 MS. WILLIAMS: I think that --

15 MR. CORDISH: Could I say one other  
16 thing?

17 MS. WILLIAMS: Sure.

18 MR. CORDISH: We have a different  
19 concept. It is a much broader one than the  
20 companies like them that run these coliseums.  
21 They bring in certain acts and have certain  
22 sports teams and it is pretty cut-and-dried.  
23 Vince alluded to it earlier. We work with  
24 major national brands, for example. Disney  
25 owns ESPN, Disney has also ABC. We went to

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2 them some years ago and suggested with ESPN,  
3 which is a wonderful sports network, why don't  
4 you let us help to create something which ended  
5 up being called the ESPN Zone. It is like  
6 downtown Mahattan Times Square. But that is  
7 after we created it in Baltimore with Disney.  
8 That could be part of the Coliseum. These are  
9 the kinds of things we would bring in that a  
10 normal operator doesn't. They greatly increase  
11 the revenue and, more importantly, the  
12 experience. You can get to them and go into  
13 these venues without going to the ice hockey  
14 match at night, and go back out, or you can  
15 enter them. We partnered with A. Polimeni who  
16 did the MCI arena in downtown Washington. If  
17 you go there, you will see certain venues. You  
18 can either enter them from the concourse, you  
19 can take your ticket, go into the turnstile,  
20 you go to see the Caps, and you want to go into  
21 Modell's Sporting Goods, you can do it that way  
22 with your ticket, go back in, or you can enter  
23 from the outside, go in, purchase or play, and  
24 leave without actually going to the arena game.  
25 So we have a different philosophy. Whether the

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2 existing operator would agree with us, they  
3 might, and if not, we would turn to you to ask  
4 you to take them out.

5 MS. WILLIAMS: I want to turn to Plan  
6 B, where in fact the County would be saying,  
7 make the investment in the Coliseum  
8 transformation, make the investment in  
9 structured parking.

10 How does that work for you  
11 economically in terms of the investment that  
12 would have to be made? We are hearing numbers  
13 of 150 million to transform the Coliseum, up to  
14 150 million in structured parking costs. Your  
15 proposal is more centered on you giving us a  
16 building. So now your investment becomes both  
17 the building and the dollars for the  
18 transformation. Does it still work  
19 economically for the development of the  
20 property?

21 MR. CORDISH: That is a very  
22 reasonable question and a hard one. It is  
23 tight, the Coliseum. The Coliseum is not going  
24 to be a big moneymaker versus a \$150 million  
25 investment. Our goal is simply to break even

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2 on it and make our money off the development.  
3 We are not up here claiming that we are great  
4 philanthropists. There are things being built  
5 on this very valuable property in addition to  
6 the building we are giving, and the two  
7 buildings connected to it we are actually  
8 charging you rental on. You add it all up. We  
9 would have a Coliseum program virtually every  
10 night. It would be a community place. It  
11 wouldn't be just for sports and a couple of  
12 concerts. We will make more money considerably  
13 than they are making now, and hopefully that  
14 will pay the debt service on \$150 million, give  
15 or take. It will be close enough with what we  
16 should make on the regular development that  
17 will come out. The parking, as Vince alluded  
18 to, really works beautifully, in the sense that  
19 all of the office parking can serve double  
20 duty, and the offices are closed, the arena is  
21 open on the weekend, and so forth, so it is not  
22 quite as bad as it would look if you really had  
23 to build, double parking.

24 MS. WILLIAMS: I want to turn to the  
25 proposed county seat buildings for a moment.



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2 An interesting part of your proposal is to say,  
3 for example, the building we are in right now  
4 we would have the ability to sell this  
5 property, we would have the ability to move  
6 this operation over to the new building, and in  
7 fact I think you identify a police academy and  
8 any other police services that would probably  
9 fit into the building, that would be space we  
10 would rent from you.

11 MR. POLIMENI: Those two side  
12 buildings you would rent from us, correct.  
13 Rent is \$30 a square foot. Social services you  
14 are reimbursed a portion from the state, police  
15 you are not, but your rent would be just for  
16 the one building, and whatever the state  
17 reimburses you for the social services. But  
18 that will make the synergy that is necessary to  
19 make this a downtown.

20 MR. CORDISH: It is very important  
21 also to remember that it is not only that you  
22 can sell this building or others like it, but  
23 you are putting them back on the tax rolls.  
24 You are not going to sell them for a  
25 government; you are selling them for a

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2 development. And it is a double hit: You get  
3 a check up front, and then you will get a check  
4 every year thereafter for a lot of property  
5 that is off the tax rolls now.

6 MS. WILLIAMS: I have to focus for a  
7 moment on the Department of Social Services.  
8 As you are probably aware, we did enter into a  
9 long-term lease and we are actually calculating  
10 that we do get federal subsidies for the lease,  
11 That's what made the lease very viable for us.

12 MR. POLIMENI: I recognized that when  
13 I answered your questions. And we are prepared  
14 to take over that lease. There is a sublet  
15 clause in the lease. I said we would take over  
16 that lease. It will be our responsibility to  
17 sublet that space.

18 MS. WILLIAMS: I want to make sure I  
19 understood that. So you are accounting for  
20 that space. Go for a moment to the residential  
21 buildings. You identified that you would be  
22 committed to a next generation housing,  
23 workforce housing. We are all using similar  
24 terminology. How would you see that fitting  
25 into that residential development?

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2 MR. POLIMENI: It would be spread  
3 among the condominiums and rentals. You don't  
4 want to concentrate in one area, so probably  
5 you would push the housing up a certain  
6 percentage, probably half, have 50 percent of  
7 the amount held and I think 7 percent would be  
8 condos and 7 percent rentals, and spread them  
9 all through the project.

10 MS. WILLIAMS: Under your Plan B,  
11 where we do see a transformed Coliseum that you  
12 are handling as well as the building  
13 development, I have to ask the question: How  
14 do you see that fitting in with our vision of  
15 new suburbia? This would be concentrated on  
16 government employees. Does that fit with where  
17 we ought to be headed in terms of generating a  
18 new location in Nassau County for economic  
19 development?

20 MR. CORDISH: It's hard to explain  
21 how lifestyle, entertainment, retail, has such  
22 an economic effect that it does. I have been  
23 asked this question all my life. It's  
24 mysterious.

25 There is a great example I like to

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2 give which I don't know that I can be objective  
3 about. Many of you know the Baltimore Harbor  
4 transformation. Much of it we did, but the  
5 first project that was done along the  
6 waterfront we didn't do, the Rouse Company did.  
7 And you had this beautiful promenade. There was  
8 \$100 million of federal money went into  
9 building the promenade. You could have shot a  
10 cannon through there, because there were no  
11 people. It was beautiful, but there were no  
12 people. Rouse came along and built a 150,000  
13 square foot festival marketplace. Suddenly you  
14 have 18 million people walking the promenade.  
15 People need an experience where they can shop  
16 and feel in a scale that is comfortable, and  
17 that's what these entertainment things do, and  
18 they then serve as an amenity.

19 The best analogy I could come up with  
20 is that you have a house that you spent  
21 \$500,000 on and you put in a pool for \$25,000,  
22 and now you can sell the house for 620.  
23 Suddenly it is worth four times as much as the  
24 pool cost because you have a pool. It is an  
25 amenity. This will be an amenity which will

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2 cause businesses to locate in Nassau County.

3 MR. POLIMENI: Let me just stay with  
4 that. I met with Stuart Rabinowitz, president  
5 of Hofstra University, and I didn't realize  
6 this until we spoke: That most students cannot  
7 afford to go to a hockey game. It is \$90 for a  
8 student. They have three bars on Hempstead  
9 Turnpike, which he thinks is abominable, and  
10 they are. These kids, and there are 18,000 of  
11 them in Hofstra, and approximately 15,000 of  
12 them in Nassau County Community, have nowhere  
13 to go. The kind of thing that this does would  
14 be to walk into that, to attract them, to give  
15 them a place to go, give them a place to go to.  
16 That is what we are looking to do. And Stewart  
17 basically said he'd love to see some place  
18 where these kids can go and afford to go. I am  
19 not a hockey fan so I never dreamed it cost \$94  
20 to go to a hockey game, but apparently it does.

21 VOICE FROM AUDIENCE: It is actually  
22 \$10, because all students go for \$10 in Nassau  
23 and Hofstra.

24 MR. POLIMENI: OK. I stand  
25 corrected. But basically his concern was that

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2 we need some place for these kids to go. We  
3 have 30,000 kids here who have no place to go.

4 MS. WILLIAMS: You have heard, I  
5 think, in the other presentations, you know,  
6 discussion about the County's commitment to  
7 examining public transportation opportunities  
8 for the entire Hub. We see the Coliseum site  
9 as an important component of that Hub. We have  
10 studies that are available, and I'm going to  
11 make sure they are available on web site links  
12 which are helping us to select a transportation  
13 mode.

14 We are looking for a partner who  
15 supports transportation. We need to hear what  
16 do you see in your plan, in your vision, for  
17 this property that accommodates public  
18 transportation?

19 MR. POLIMENI: We have designed it,  
20 and in fact the architect is here who did it,  
21 so that we can give you the right-of-way or  
22 whatever you need as the end result of what you  
23 are doing, to obviously terminate or go through  
24 this Coliseum area to whatever location the  
25 County is working on. We would work with you

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2 in any way, shape or form and make sure we do  
3 all we can to make sure that happens.

4 MR. CORDISH: It is easier said than  
5 done. It is fine to say you are going to go  
6 under highways and connect properties, and it  
7 is fine to say you are going to have a light  
8 rail or this or that. Pulling it off is  
9 another matter. Clearly we are committed.  
10 Again, we could stay here all night if I took  
11 you across every one of our projects in the  
12 United States. But first the Capital Center is  
13 on the Washington Beltway right next to FedEx  
14 Field. We took an abandoned Coliseum, the  
15 U.S. Air Arena, it was completely empty. They  
16 have been trying to get public transportation  
17 out here for 40 years. We committed to do it  
18 within our power, to work with it. It is  
19 called the Washington Maryland Metropolitan  
20 Subway. I am happy to say that we got the  
21 Green Line extended from downtown Washington,  
22 opens up into the Capital Center, with an  
23 entrance, with parking, all of which we helped  
24 design, we worked on, we pleaded, we  
25 politicked, we lobbied, and it is there. Prior

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2 to our taking over this project, over 30 years  
3 had gone by with people talking about bringing  
4 public transportation to this spot. It is a  
5 real chore. We are committed to it. We will  
6 fight with you. But everybody in the room  
7 knows we are talking a fortune in money, which  
8 the private sector can't just do without the  
9 public sector partnership, but we are committed  
10 to create the space and to fight to try and  
11 achieve it.

12 MS. WILLIAMS: I want to talk a  
13 moment about the Town of Hempstead. I think  
14 you heard references to the fact that, of  
15 course, the Town of Hempstead is in control of  
16 zoning. What do you think the risks are to  
17 your proposal with regard to working with the  
18 Town of Hempstead?

19 MR. POLIMENI: After 25 years, I wish  
20 I knew. (Laughter) I think, frankly, this  
21 proposal is ten times more conservative than  
22 anything you heard tonight. The probability of  
23 getting approval is, I think, much greater;  
24 realistic for Long Island. Although I loved  
25 the competition in Toronto, I think it is



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2 phenomenal what they did, I just don't see it  
3 especially not here, and Hempstead does hold  
4 the wand. They are going to look at this thing  
5 as if it is their neighborhood, and it is their  
6 backyard, and what they want, what is proposed  
7 here, I don't know, it is very aggressive, it  
8 is very intensive. Whether they want something  
9 that makes a little more sense, it's more Long  
10 Island than others. Yes, they will play a  
11 part, as you all know and I know, and which way  
12 they go I wish I knew. But we will do whatever  
13 we could to show this makes more sense, and  
14 work with them.

15 MS. WILLIAMS: I am just going to  
16 take a look at my notes.

17 Bill, do you have anything? I always  
18 want to make sure.

19 With that, I am going to say thank  
20 you very much. We appreciate your commitment.  
21 (Applause)

22 COUNTY EXECUTIVE SUOZZI: I just want  
23 to again say that if anybody has any comments  
24 or questions, please either fill it out on this  
25 form or submit it in writing to Frank Ryan,

1 Director of Purchasing, 240 Old Country Road,  
2 Suite 307 or by e-mail to  
3 FRyan2.NassauCountyNew York.gov. I want to  
4 thank everybody for their time and patience.

5 I learned a lot today. I am probably  
6 going to build a swimming pool in my house to  
7 improve the value of my house dramatically.  
8 (Laughter)

9 Please let us know what you are  
10 thinking.

11 I just want to point this one last  
12 thing out. We are, by Thanksgiving, going to  
13 be making a request of all the developers for a  
14 best and final offer, so they should be working  
15 on it now, start working on it now, and after,  
16 from Thanksgiving until December 21, have time  
17 to prepare their best and final offer, and we  
18 will expect the best and final offers by  
19 December 21. Thank you very much.

20 (The meeting concluded at 7:30 p.m.)

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